

# SPOTLIGHT

MAY 2018



# THE COMPANY WE KEEP



## Steve Greer

Chief Executive Officer  
AIL/NILICO Agency Divisions

**THE STRENGTH OF THE TEAM IS EACH INDIVIDUAL MEMBER. THE STRENGTH OF EACH MEMBER IS THE TEAM. — PHIL JACKSON**

**WE SAY IT ALL THE TIME: A CAREER** with AIL/NILICO means you are in business for yourself, not by yourself. On the surface, that says you have 'the Company' behind you; well established systems and processes as well as a Home Office staff whose job is to support your needs and those of your clients. That's huge, of course, but it's only part of the story.

If you were to travel around the US, Canada and New Zealand and visit all our SGA offices, you would find that each office has a unique character and culture. Our sales force is made up of independent contractors — all 7,000-plus of you. In any other setting, trying

to get that many people moving in the same direction at the same time would make herding cats look easy. But we have all come together for a common goal and purpose: to help protect working families. We are united by this common goal; unity is the glue that holds us together.

Agreeing on a goal doesn't make it happen. The most successful of our SGA offices create and maintain a vital, lively, competitive culture that encourages a high level of cooperation, sharing and mentoring. Having a common goal and a shared path to achieve it establishes a team mindset. Teamwork is working together to achieve a common goal. Without teamwork, the dream most definitely will not work.

A team environment means each team member has access to quick feedback and multiple skill sets are available for support. When team members are supportive of one another, morale is higher, which we know leads to increased career satisfaction and job retention. When individuals work together and trust one another, they feel safe and comfortable. Teamwork helps create friendship and loyalty. These relationships motivate people and align them to do their best work, cooperate and be supportive of one another.

Here's the thing: recruits can intuitively spot a team that works ... and one that doesn't. They want to be associated with a winning

**"STRONG TEAMS CREATE MORE SUCCESS AT EVERY LEVEL."**

culture. They want to be part of a team they can be proud of. They want to know their teammates have their back and that help is available when it's needed. They want to be appreciated and recognized for their contribution to the team. They want to know that what they do matters in the big picture. The strength of a good team creates a security blanket that is crucial for associates just entering the field. The team is their lifeline.

Growing a winning culture is as much the responsibility of each team member as it is to every level of management. Strong teams create more success at every level: when team members thrive, the SGA office thrives; when our SGA offices thrive, it trickles up, allowing us, as a Company, to also thrive. 🌟

## SPOTLIGHT

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## NEWS

# MAY 2018

VOL. 51 NO. 06

### SGA Career Track

#### New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: [futuresga@aillife.com](mailto:futuresga@aillife.com).



### Required Retention Rate

**Effective Jan. 1, 2018**, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**  
Net to Gross: **80%**

### Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday 6/22** before 3:30 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be received at Home Office by **Wednesday 6/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday 6/29** before 3:30 p.m. CST to count for **June** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

# \$4,462,007

**in total bonuses were paid out this month by AIL and NILICO.** For more information on the monthly bonuses, turn to **Page 30-36.**

### Code of Business Conduct & Ethics

Torchmark and AIL/NILICO are committed to maintaining a business atmosphere and working environment based on honesty, fair dealing and sound business ethics. Please find The Torchmark Corporation Code of Business Conduct and Ethics by logging in to the Agency Resource Center at [www.aillife.com/arc](http://www.aillife.com/arc) or [www.nilife.com/arc](http://www.nilife.com/arc) and clicking the Torchmark Corporation Code of Business Conduct and Ethics link at the very bottom of the page. This Code of Conduct expresses the standards of integrity and business conduct that all Company directors, officers, employees and independent contractors must uphold and follow. The Code is provided to help you understand what the Company expects of you and should be read carefully.



**Look for the asterisk!** The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2019 Awards Presentation are: the top SGA from each category based on Performance Factor with 100% minimum, the top MGA / RGA from each category based on growth and Performance Factor with 100% minimum, the top five GAs, the top five SAs, and the top ten Individual Producers, the top PR Representative from each category, and the top PR Manager from each category. View the 2019 Convention Qualifications online at [www.aillife.com](http://www.aillife.com) or [www.nilife.com](http://www.nilife.com). **Check your production!** If there is an asterisk by your position, you could be on your way to stay at the wonderful Caesars Palace in Las Vegas! The convention will be held May 8-11, 2019.



**LOOK FOR ME!**

# ANNIVERSARIES

**45 YEARS OF SERVICE**  
David Blaisdell, PR

**30 YEARS OF SERVICE**  
John Wagner, PR

**26 YEARS OF SERVICE**  
David Thornton, RGA

**23 YEARS OF SERVICE**  
Lawrence Hauck, AGT

**22 YEARS OF SERVICE**  
Durhon Oldham, SGA  
Ilija Orlovic, SGA  
Leo Van Den Bussche, PR

**20 YEARS OF SERVICE**  
Al Wall, PR

**19 YEARS OF SERVICE**  
Theresa Bellajaro, AGT

**17 YEARS OF SERVICE**  
Joseph Diecedue, SGA  
Patricia Lee, AGT

**16 YEARS OF SERVICE**  
Travis Vandeberghe, AGT

**15 YEARS OF SERVICE**  
Lily Sakai, AGT

**14 YEARS OF SERVICE**  
Levar Morgan, RGA

**12 YEARS OF SERVICE**  
Benjamin Ainscough, AGT

Matthew Cartwright, RGA  
Daven Hermosura, GA  
Jose Lopes, MGA

**11 YEARS OF SERVICE**  
Eric Cochran, SGA  
Luay Ghawi, RGA  
Roghie Hassan Loo, MGA  
Kevin Ishikane, AGT  
David Ramirez, MGA  
Dawn Trudden, PR

**10 YEARS OF SERVICE**  
Tony Anderson, PR  
Sharon Brenner, AGT  
Dustin Dunlap, RGA  
Janis Pitts, PR  
Jessica Santamarina, MGA

**9 YEARS OF SERVICE**  
David Higa, RGA  
Steve Marker, GA  
Matthew Parks, RGA  
Sally Wilson, MGA

**8 YEARS OF SERVICE**  
Vishwanath Sankaran, AGT

**7 YEARS OF SERVICE**  
Jose Castillo, SA  
Jonathan Phillips, RGA  
Samantha Ralston, RGA

Massoud Vaziri, MGA

**6 YEARS OF SERVICE**  
Briana Arballo, RGA  
Martha Asbell, RGA  
Andrew Leah, AGT  
Yolette Mompoin, AGT  
Brandon Minor, RGA  
Therese Nakamura, SA  
Alexander Shpirt, AGT  
Paul Streater, RGA  
Kamal Tayyib, GA  
Aaron Voege, SA  
Jadelene Welty, AGT  
Diane Williams-Lewis, GA

**5 YEARS OF SERVICE**  
Bernard Ballou, MGA  
Nathan Doyle, GA  
Bernadette Goins, SA  
Alma B Gonzalez, AGT  
George Kamel, MGA  
Fran Kolos, MGA  
Shawn Lewicki, AGT  
Angel Martinez, MGA  
Joseph McCallister, MGA  
Hirenkumar Patel, SA  
Mauri Ramirez, MGA  
Steven Rios, AGT  
Ray Salmon, SA

**4 YEARS OF SERVICE**  
Diana Al Ali, AGT  
Kevin Amador, AGT

Christiana Bouligny, AGT  
Lori Bracco, AGT  
Briana Cooper, SA  
Lindsey Dettwiller, GA  
Aziz Farsakh, GA  
Omar Fernandez, MGA  
Gregory Sambat, SA  
Michael Sherwood, GA  
Daniel Souza, AGT

**2 YEARS OF SERVICE**  
Ziad Aafouallah, GA  
Justin Allain, GA  
Gerilyn Bertoli, GA  
Linda Biegert, AGT  
Byron Bishop, SA  
Daniel Brown, SA  
Edwin Cuevas Quinones, MGA  
Renee Cunningham, GA  
Candace Dillon, AGT  
Scott Galliford, AGT  
Keith Filbert, AGT  
Roberto Flores Aros, SA  
Amanda Harris, SA  
Adam Kidikas, GA  
Kelli Higgins-Jones, SA  
Chaz Hutcherson, AGT  
Dillon Kempen, SA

Joy Manasse, AGT  
Tabitha McDermid, MGA  
Steve Mersan, SA  
Begona Patino-Lopez, RGA  
Jennifer Reed, GA  
Mary Robinson, AGT  
Gregory Sambat, SA  
Michael Sherwood, GA  
Daniel Souza, AGT

**2 YEARS OF SERVICE**  
Ziad Aafouallah, GA  
Justin Allain, GA  
Gerilyn Bertoli, GA  
Linda Biegert, AGT  
Byron Bishop, SA  
Daniel Brown, SA  
Edwin Cuevas Quinones, MGA  
Renee Cunningham, GA  
Candace Dillon, AGT  
Scott Galliford, AGT  
Keith Filbert, AGT  
Roberto Flores Aros, SA  
Amanda Harris, SA  
Adam Kidikas, GA  
Kelli Higgins-Jones, SA  
Chaz Hutcherson, AGT  
Dillon Kempen, SA

Meardey Kim, MGA  
Ronald Knoedler, AGT  
Raynaldo Lafontant, GA  
Patrick Locke, SA  
Wilfrido Martinez, SA  
Luis Miranda, AGT  
Trey Moran, AGT  
Albert Olesko, SA  
Jose Olvera, AGT  
Jeremy Osborn, MGA  
Phi Phan, GA  
Robert Rummel, GA  
Siraj Saunders, AGT  
Kaela Teilhaber, SA  
Adam Ziac, AGT

**1 YEAR OF SERVICE**  
Adriana Aboulwafa, GA  
Jocelyn Appleton, SA  
Andrew Ball, SA  
Davia Banks, AGT  
Michael Barry, SA  
Michael Battaglio, SA  
Andrew Batten, RGA  
Bobby Belzer, AGT  
Sean Brannan, SA  
Cornell Bronson, SA  
Jason Burke, SA

Debora Cabral, AGT  
Racquel Castillo, AGT  
Rodela Castolome, AGT  
Robert Catlett, SA  
Steven Chandler, SA  
Jessica Chang, SA  
Heriberto Chavez, GA  
Eric Chiang, AGT  
Liumeimuli Cocker, AGT  
Anthony Colon, AGT  
Patricia Contreras, GA  
Clint David, SA  
Ryan Dean, GA  
Alexander Del Castillo, AGT  
Bradford DeLuca, GA  
Daniel Deufel, SA  
Kyle Donner, SA  
David Eggleton, SA  
Andres Espinosa, AGT  
Marcia Fischer, SA  
Daniel Fitzgerald, SA  
Ryan Gavrilescu, SA  
Nicholas Gee, SA  
Charles Giacchino, AGT  
Chalin Giles, AGT  
Shehariah Goodman, AGT  
Hanna Gore, GA

Alfonso Gutierrez, AGT  
Kailynn Harvey, SA  
Clifton Henry, SA  
Christopher Hensley, SA  
Vai Meng Ho, AGT  
Crissal Hoekendorf, AGT  
Justin Hutchinson, SA  
Toel Jefferson, AGT  
Bradley Jensen, GA  
Jules Julien, AGT  
Shawn Kelley, SA  
Taqee Shaheen Khabir, AGT  
Charlene King, SA  
Cyan Kissinger, GA  
Corey Kmetz, SA  
Aaron Lammey, MGA  
Fernando Ledezma, AGT  
Anthony Lee, AGT  
Luis Leon, AGT  
Shonda Lewis, SA  
Joshua Lynch, AGT  
Paul Maria, SA  
Chris Martinez, SA  
Julia Martin, AGT  
Arman Masomzadeh, MGA  
Cory McNutt, AGT  
Sergio Medina, SA

Tina Michael-Lee, AGT  
Trenton Miller, MGA  
Candace Minor, SA  
Stanis Moanda, SA  
Jakob Morris, AGT  
Eldine Mpanzu, GA  
Khadjah Muhammad, SA  
Jeremy Mullins, AGT  
Michael Nester, SA  
Sean O'Brien-McElroy, AGT  
Joel Ortiz, AGT  
Jose Oyola, AGT  
Antonio Pacifico, AGT  
Seth Parlin, AGT  
Austin Phillips, SA  
Lisa Phillips, AGT  
Louis Pirnie, GA  
Leslie Pittman, AGT  
Aleksandra Rakovic, MGA  
Eric Rodriguez, SA  
Melisa Rodriguez, SA  
Rochelle Royce, SA  
Stella Roznovan, GA  
William Rushing, SA  
Justin Saldecke, SA  
Payam Sami, GA  
N'Chelle Schmidt, MGA

Joel Scullin, AGT  
Colleen Simental, SA  
Jessica D Smith, AGT  
Rosemary Soto, GA  
Anthony Spaduzzi, SA  
Tanya Sutton, GA  
Michael B Sweeney, SA  
Leon Tellez, AGT  
Dorette Thomas Montoya, SA  
Akshay Toora, SA  
Tiziana Tortone, SA  
Damaris Trejo, SA  
Elizabeth Trotter, GA  
Steven Valentim, AGT  
Colette Valrie, AGT  
Michael VanderMay, AGT  
Daniel Veliz, SA  
Robert Vizioli, GA  
Jaiden Vu, SA  
Christopher Walker, AGT  
Angela Waller, SA  
Albert Warfield, AGT  
Alba Williams, MGA  
Priscilla Zuniga, SA

# PROMOTIONS

**REGIONAL GENERAL AGENT**  
Kaitlyn Brandt  
Elizabeth Chilson  
Mark Dushaj  
Joshua Jackson  
Tina Janti  
Kody Kramme  
Mahadai Kryshundayal  
Johnny Ly  
Shahab Mahdavinjad  
Michael Mandella  
Vincent Meyer  
Christine Moore  
Jordan Reinhold  
Alan Sedaghat  
Emma Sermos  
Alex Smith  
Paul Streater  
Cody Terrell  
David Thornton

**MASTER GENERAL AGENT**  
Derron Alexander  
Diego Arangoportua  
Amelia Bailey  
Lovepreet Brar  
Stephen Coons  
Ariel Demesa  
Derek Foore  
Aaron Friedlander  
Talley Fulton  
Adam Gignac

Colton Gould  
Mark Hebert  
Chavis Holmes  
Jeffrey Hudson  
Jason Isanberg  
Andrea Kessler  
Dorene Kirkingburg  
Mark Lahijani  
Bryant Logan  
Arman Masomzadeh  
Tabitha McDermid  
Danilo Mendoza  
Edmaggie Myrthil  
Anthony Padilla  
Zachary Pim  
Jamell Ramsay  
Jasmine Rosario  
Gregory Rudolph  
Spencer Simmons  
Curtisha Stephens  
Jagdish Sukhu  
Ryan Witham

**60% GENERAL AGENT**  
Mickey Adkins  
Travis Barnes  
Joseph Bell  
Layla Bokhari  
LC Clark  
Edwin Delgado  
Lauren Delzeith  
Bryan Froneyerberger

Joseph Gojcaj  
Joshua Morris  
Eldine Mpanzu  
Phyo Phyo  
Louis Pirnie  
Sonia Silva  
Matthew Trombley

**57.5% GENERAL AGENT**  
Marissa Ault  
Ethan Barni  
Ryan Bevan  
DeShannon Boyd  
Samuel Crish  
Steven Dell  
Tanner Duy  
Shanita Ellmers  
Maxon Elozier  
Christopher Gebhardt  
Sean Gillespie  
Jordan Hallman  
Bradley Jensen  
Daniel J Johnson  
Ashley Johnston  
Jenny Kim  
Samisoni Kolooa  
Rovena Lulgjuraj  
Sophie Maes  
Benito Menchaca  
Ashley Odonal  
Clint Perry  
Alfred Puylara

Kimberly Quinn  
Michael Robinson  
Rahmatullah Romal Omid  
John Santosuosso  
Joseph Sarasin  
Konstantina Skalkos  
Clayton Slaughter  
Gregory Soto  
Sean Sparkman  
Cory Savely  
Robert Vizioli  
Johne Whalen

**55% SUPERVISING AGENT**  
Alexa Benner  
Thaddeus Dahl  
Alexander Daniel  
Alex De Jesus  
James Dudash  
Benjamin Giamalva  
Raven Gissendanner  
Joseph Grider  
Jared Gulau  
Lauren Harding  
Tina Hedleston  
Daniel Holliman  
Jared Holmes  
Daniel Juskiw  
Nicholas Lazzaro  
Crystal Mapes  
Edwin Martinez Torres  
Tammy McMullen

Bryanne Millet  
April Nichols  
Vasu Pathak  
Natasha Porter  
Scott Pottting  
Maria M Ramirez  
Michael Raven  
Ryan Reutenauer  
Connor Ritchothe  
Cory Savely  
Daniel Schwartz  
La'Donna Shirley  
Karen Shumaker  
Jasmine Stevenson  
Jake Wolf

**52.5% SUPERVISING AGENT**  
Donia Abdeljabbar  
Amna Ahmad  
Jose Anderson  
Ryan Arnoldy  
Jordan Atkinson  
Nathalia Ayub  
Christopher Belleperche  
Brenda Beltran  
Walter Binger  
Stacy Blackmore  
Frank Blair  
Teah Bliven  
Erica Boy  
Stephanie Brockman  
Kiwanda Brown

Bruno Bugliosi  
Sheri Burgess  
Liza Cacevic  
Gregory Caldwell  
Alina Camargo  
Heather Carstens  
Sergio Carta  
Jose Castillo  
Fernando Chairez  
Steven Chandler  
Kaitlyn Cobb  
Jason Cooper  
Troy Crane  
Sarah Cruze  
Christen Dargan  
Jairo Davila  
Catherine Day  
Cleon Deal  
Daniel Deufel  
Tyler De Verneuil  
Joseph Dillon  
Monica Doleo  
Michael Dowler  
Brandon Dusevic  
Kelvin Ellmers  
Russell Erhardt  
Jeremy Kochel  
Suli Koloa  
Erika Konopka  
Holly Labonte  
Marina Landry  
Jeannine Latta  
Marzieh Fahimipour  
Ryan Feehan  
Zachary Flynn  
Stephen Foeri

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Harrison Gholston  
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Jeannine Latta  
Marzieh Fahimipour  
Ryan Feehan  
Zachary Flynn  
Stephen Foeri

Karen Machut  
Rielly Maher  
Cheyanne Malcom  
Kevin Martinez  
Patrick Martinez  
Leodany Martinez Caldera  
Stephane Masy  
Sheryl Mattfield  
Sione Maumau  
Brian McCabe  
Kathleen McNamara  
Ethan McNary  
Rebecca Mehlinger  
Elizabeth Miller  
Abraham Mogilevsky  
Max Monroy  
Brittany Montano  
Kirsten Montgomery  
Zachary Moreno  
Heather Morgan  
Erjon Muco  
Katelyn Munsey  
Milovale Nauma  
Delroy Nichols  
Lionel Njeukam  
Jessica Obie  
Devon Palomino  
Andre Patrick  
Anthony Paz  
Victoria Perea  
Andrew Pham

Joshua A Pinckney  
Luc Pomales  
Darrio Pope  
Chloe Price  
Barbara Provo  
Emily Rainbolt  
Viktoria Ramirez-Meraz  
Mohamad Raychouni  
Brittany Reaves  
Phillip Rigolfi  
Armando Rivera  
Nicholas Rossi  
Ian Rouleau  
Solange Roy  
Dorota Rusew  
Max Schober  
Tyler Scott  
Raun Shephard  
Horace Simons  
Ronald Slusarski  
Matthew Steinbach  
Roy Stephens  
Jonathan Stroner  
Paul Stubbs  
William Stull  
Brady Sylvester  
Daniel Taormina  
Julian Tate  
Phillip Taylor  
Eseta Tevaga  
Elsa Then

Matthew Tien  
Regina Tillman  
Tiziana Tortone  
Hehenga Toupounia  
Daniel Ulloa Arciniegas  
Cody Vanlandingham  
Vincent Ventrella  
Joshua Verwey  
Octavio Villa  
Felice Villarama  
Jon Vives  
Yelena Voytenko  
Natalya Waldron  
De'Jour Washington  
Janine Watkins  
Kyle Weltton  
Donald Wichman  
Whitney Willard  
Alan Williams  
Teba Williams  
Sage York  
Melissa Young

# WHICH CAME FIRST?



**Jason Beckman**  
Vice President of  
Public Relations Field Operations

**SURELY YOU'VE HEARD THE SAYING:** "Which came first: the chicken or the egg?" The same question can be asked of our business: Which comes first: *Opportunity Unlimited* or *Dreams Realized*? Is the product of a realized dream *Opportunity Unlimited* or is *Opportunity Unlimited* a catalyst to realize your dreams? The concept of *Opportunity Unlimited* can be the realization of something you always wanted but never knew existed. However, *Opportunity Unlimited* also provides the vehicle for those willing to sit in the driver seat and navigate the path toward a rewarding career with AIL/NILICO.

Regardless of what comes first, the result is this Company will embrace your bigger-

than-life dreams, encourage your success and celebrate those who achieve! At the Spring SGA Meeting, I witnessed the 2<sup>nd</sup> Annual SGA Fantasy Draft and the careful selection of team members by the Team Captains. This wasn't a responsibility the Captains took lightly as they studied, planned and were methodical in whom they selected. It was easy to see they weren't going to play the game to receive a participation trophy. They were playing to win!

Watching this made me think about the dreams that were realized just a few days before at the 2018 NFL Draft at AT&T Stadium in Arlington, TX. It's natural to assume these young men had dreamed of this day as young boys and were finally reaching the pinnacle of the sport as they waited for a team to call their name.

One name, specifically, that I was waiting to hear was that of Shaquem Griffin. Shaquem was the 5th round draft selection (141st overall) of the Seattle Seahawks and played college football at the University of Central Florida. Shaquem Griffin isn't just an excellent football

player; he is also a great story. With his draft selection, he became the first player ever drafted to the NFL with only one hand. At the age of 4, his left hand was amputated as the result of a rare birth defect.

There's a picture online showing Shaquem Griffin and his family on Senior Day at UCF with his mother wearing a t-shirt saying "Against All Odds". The NFL Draft dates back to 1936 and Shaquem Griffin was the first player with one hand, in 82 drafts, to hear his name called.

I know there are days for most of us, too, when it feels like the odds are stacked against you and things are spiraling out of control. The odds have certainly been stacked for Shaquem, but he was able to defy what nature tried to limit. So, regardless if you put *Opportunity Unlimited* ahead of *Dreams Realized* or in the reverse order, I know this to be true: even when everything seems to work against you, dig deep, remember why you started and defy the odds. You, too, can be the first to do something that's never been done before. 🙌

Update

## Closer to the Heart



### HOUSTON, TX

AIL, in partnership with the Mike Vasu SGA office, donated \$10,000 to Arrow Child & Family Ministries at the office's weekly recognition meeting on May 29. "We feel this is a really great non-profit because it aligns with our mission of distributing the Child Safe Kits®, and in Houston Child Sex Trafficking is a major problem," Mike said.

Arrow Child & Family Ministries was founded in 1992 and serves communities throughout Texas by providing child welfare and education services for abused and neglected children and families in crisis. The organization provides an array of services including foster care, adoption, child sex trafficking rehabilitation and specialized education. Their Freedom Place is a care and recovery center for underage female victims of domestic child sex trafficking.

Arrow Child & Family Ministries' services and programs impact more than 4,000 children, teens and families each year.



### SGAS RAISE MONEY FOR HOMELESS BAHAMIAN YOUTH

Attendees of the AIL/NILICO Spring SGA meeting in Nassau, Bahamas raised more than \$30,000 for Ranfurly Homes for Children. Steve and David presented the donations to Ranfurly Administrators Alexander Roberts and Princess Burrows on Day 2 of the meeting.

The Ranfurly Homes for Children has been a safe haven for thousands of Bahamian children since 1956, when downtown Nassau had a devastating fire. During the aftermath and clean up, Lady Hermione Ranfurly, wife of the then Governor General, the Earl of Ranfurly, discovered a group of homeless children sleeping in cardboard boxes in buildings and alleys near the burnt buildings. Lady Ranfurly was moved by what she saw and used her local and international contacts to found the home.

Ranfurly Home provides a safe, structured environment for children who have been orphaned, abused, neglected or abandoned. They are equipped to house up to 40 adolescent and teen boys and girls at a time. Ranfurly provides everything for the children including food, shelter, a private education, clothing and extracurricular activities. They provide professional counseling for residents since most have been abused or survived great personal trauma.

# NEW ASSOCIATES

PER MANAGER

## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Patrick Locke	24	Altig-Orlovic	Sean Mitchell	2	Altig-Orlovic	Jefferson Martinez	2	Steve Friedlander	Kevin Kennedy	2	Oldham-Gryska
Rochelle Royce	10	Altig-Orlovic	Andrea Petty	2	Altig-Orlovic	Toni-Ann Allen	2	Giglione-Ackerman	Tami Chaimov	2	Theodore Pappas
Robert L Stevens	10	Altig-Orlovic	Sherry Schick	2	Altig-Orlovic	Daniel Chousa	2	Giglione-Ackerman	Delroy Phang	2	Theodore Pappas
Kinga Filipiak	10	Sabrina Lloyd	Nicholas Wang	2	Altig-Orlovic	Anthony Almeida	2	Greg Graham	Austin Smith	2	Theodore Pappas
Clayton Slaughter	6	Michael Vasu	Mark Diskin	2	Simon Arias	Alex Loosli	2	Mathew Hart	Thomas Massey	2	Chad Potts
Tyler Honeyford	4	Altig-Orlovic	Ronie Murphy	2	Simon Arias	Daniel Petek	2	Mathew Hart	Manale El Awad	2	Albert Serur
Matthew Neish	3	Altig-Orlovic	Amanda Torres	2	Simon Arias	Aden Schrock	2	Mathew Hart	Taulant Bane	2	Surace-Smith
Shavorne Hudson	3	Kyle Johnson	Elizabeth Miller	2	Eric Cochran	Michael B Sweeney	2	Mathew Hart	Denzel Banford	2	Surace-Smith
Cristian Alaimo	3	Sabrina Lloyd	Andrew Casprowitz	2	Cohen-Cohen	Matthew Roebke	2	Zachary Hart	Jasmine Parker	2	Surace-Smith
Carolyn George	3	Sabrina Lloyd	Sophie Maes	2	Laura Fisher	Travis Barnes	2	Kevin Holtz	Michael Scatena	2	Surace-Smith
Keeland Bryant	3	Michael Vasu	Julina Quessa	2	Laura Fisher	Christopher Kittrell	2	Kyle Johnson	Mahdi Wade	2	Surace-Smith
Candace Minor	3	Michael Vasu	Ashley Tavares	2	Laura Fisher	Corey Kmetz	2	Sabrina Lloyd	Cara Donaldson	2	Kris Thieme
Bobby Davis	3	Jeremy Welch	Jadelele Welty	2	Don Foti	Carl Rice	2	Sabrina Lloyd	Monica Montgomery	2	Michael Vasu
Starr Caulder	2	Altig-Orlovic	Salanieta Ahlbrandt	2	Steve Friedlander	Michael Yumping	2	Sabrina Lloyd	Jennifer Montgomery	2	Dustin Venekamp
Tennison Mather	2	Altig-Orlovic	Samisoni Koloa	2	Steve Friedlander	Deiron Williams	2	Corey Neff	Samuel Wolf	2	Dustin Venekamp

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Alan Sedaghat	24	Altig-Orlovic	Asiguy Haugabook	5	Kyle Johnson	Trevor Tollefson	3	Erin Allen	Brenda Fox	3	Hart-McCallum			
William Parmeter	23	Nicholas Moore	Duane Shaw	5	Sabrina Lloyd	Christopher Bentley	3	Altig-Orlovic	Jason Green	3	Hart-McCallum			
Stephen Giddens	21	Ryan Giddens	Jonathan L Jones	5	Corey Neff	Andrew Hynan	3	Altig-Orlovic	Darren Miller	3	Matt Henderson			
Eugene Garcia	13	Venekamp-Garcia	Daniel Hartwig	5	Surace-Smith	Meaghan Krescko	3	Altig-Orlovic	Natalie Linker	3	Allan Jennings			
Patrycja Grudzinska	13	Sabrina Lloyd	Mizhram Rivera	5	Steve Svendsen	Melinda-Rae Lyse	3	Altig-Orlovic	Keona France	3	Kyle Johnson			
Marcus Martin	12	Altig-Orlovic	John Ophals	5	Jamison Weatherspoon	Justin Adams	3	Simon Arias	Karen Lamey	3	Kyle Johnson			
Michael Mandella	10	Altig-Orlovic	Kasali Kotun	5	Tom Williams	Brody Maughan-Evanson	3	Simon Arias	Melinda Skinner	3	Kyle Johnson			
Igor Melcharek	10	Altig-Orlovic	Brett Maurice	4	Altig-Orlovic	Kody Kramme	3	Eric Cochran	Arthur McIntyre	3	Brandon MacDonald			
Marisa Willgruber	10	Pappas-Quadri	Matt McBride	4	Altig-Orlovic	David Higa	3	Cohen-Cohen	Kasey L White	3	Travis Moody			
Carlos Arballo	10	Dustin Venekamp	Jesse Rennich	4	Simon Arias	Jesus Parra	3	Cohen-Cohen	Marie Campbell	3	Bob Olson			
Zach Otto	9	Sabrina Lloyd	Joshua Krueger	4	Richard Correa	Ronald Rivera	3	Cohen-Cohen	Begona Patino-Lopez	3	Cisco Perez			
Andrew Batten	9	Michael Vasu	Michael Russo	4	Laura Fisher	Sean Velasquez	3	Cohen-Cohen	Vincent Meyer	3	Chad Potts			
Dan Ikei	8	Altig-Orlovic	Doreen Ryan-Foti	4	Don Foti	Aaron Burke	3	Richard Correa	Mallory Eggleton	3	Blake Ralston			
Matthew Diulus	8	Simon Arias	Craig Stropmf	4	Cindy Furer	Andrew McQuade	3	Richard Correa	Dustin Dunlap	3	Surace-Smith			
Thomas Vena	7	Simon Arias	Kevin Lowery	4	Mathew Hart	Matthew Turnquist	3	Richard Correa	Daniel Walton	3	Surace-Smith			
Tony Geer	7	Surace-Smith	David Rigney	4	Kevin Holtz	Duni Olusegun	3	James Cunningham	Jessica St Pierre	3	Kris Thieme			
Anita Ferris	6	Steve Friedlander	Jeremy Rivers	4	Kyle Johnson	Ryan Hall	3	Laura Fisher	Nicole Sanders	3	Michael Vasu			
Kay Pomroy	6	Greg Graham	Kimberly Hamilton	4	Oldham-Gryska	Brian Zuzick	3	Laura Fisher	Tiffany Babin-Washington	3	Jay Washington			
Ernest Powell	6	Michael Vasu	Avi Kauderer	4	Oldham-Gryska	Paul Kelly	3	Steve Friedlander	Charley Forshee	3	Jeremy Welch			
Gaston Morales	6	Dustin Venekamp	Ryan Witham	4	Oldham-Gryska	Justin Sutton	3	Ryan Giddens	Michael Musso	3	Tom Williams			
Temesghen Starr	5	Cohen-Cohen	Reynolds Akuamoa	4	Theodore Pappas	Ariel Demesa	3	Giglione-Ackerman	Alan Fricke	3	John Young			
Taina Lameko	5	Steve Friedlander	Walter Icaza	4	Beto Quintero	Corey Helly	3	Giglione-Ackerman						
Daniel G Johnson	5	Hart-McCallum	Christopher Muraca	4	Albert Serur	Steven King	3	Zachary Hart						

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Michael McGoon	15	Venekamp-Garcia	Cyan Kissinger	3	Greg Graham	Jeffery Roland	2	Richard Correa	Marissa Ault	2	Corey Neff
Dulce Paz	13	Sabrina Lloyd	Arthur Trost	3	Zachary Hart	Landon Schlag	2	Richard Correa	Michelle Caouette	2	Oldham-Gryska
Julia Loboda	10	Pappas-Quadri	Cynthia Fuller	3	Kyle Johnson	Timothy J Brown	2	Correa-Hunt	Derek Schmidt	2	Oldham-Gryska
Aaron Piotrowski	9	Sabrina Lloyd	Marie Laine	3	Kyle Johnson	Veronica Coval	2	Laura Fisher	Mir Khan	2	Pappas-Quadri
Maria Avila	9	Dustin Venekamp	Patricia Contreras	3	Beto Quintero	Debra Small	2	Laura Fisher	Michael Patty	2	Chad Potts
Dean Gushi	8	Altig-Orlovic	Lindsey Dettwiller	3	Surace-Smith	Kalen Dugan	2	Don Foti	Deshawn Moore	2	Philip Prata
Eric Snyder	8	Simon Arias	David Ramirez-Benitez	3	Steve Svendsen	Jessica Napiza	2	Don Foti	Joshua Ellis	2	Blake Ralston
Joshua Yurinko	7	Simon Arias	Jackson Hamilton	3	John Young	Adem Abdula	2	Giglione-Ackerman	Dominic Facchini	2	Albert Serur
Kurt Overy	7	Surace-Smith	Mary Franklin	2	Altig-Orlovic	Daniel Franke	2	Giglione-Ackerman	Brent Bowling	2	Surace-Smith
Robert Adrahtas	5	Sabrina Lloyd	Crystal Larkins	2	Altig-Orlovic	Marcus Piccirilli	2	Giglione-Ackerman	Mario Hajro	2	Surace-Smith
Kevin Kondrad	5	Corey Neff	Justin Lowe	2	Altig-Orlovic	Todd Riescher	2	Giglione-Ackerman	Eric Peyton	2	Surace-Smith
Jimez Parker	5	Surace-Smith	Johnee Whalen	2	Altig-Orlovic	Jordan Hallman	2	Greg Graham	Eric Thompson	2	Surace-Smith
Seth Frisby-Jack	4	Simon Arias	Dylan White	2	Altig-Orlovic	Caren Deanda	2	Mathew Hart	Velvet Johnson	2	Daniel Umbertone
Jessica Brown	4	Mathew Hart	Daniel Li	2	A-0-Stenglein	Christine Elledge	2	Mathew Hart	Antoinette Williams	2	Michael Vasu
Erica Carrillo	4	Mathew Hart	Bethany Evans	2	Simon Arias	Edwin Delgado	2	Zachary Hart	Sherrie McCarty	2	Dustin Venekamp
Taurean Flournoy	4	Kyle Johnson	Joshua Jahnish-Maltese	2	Simon Arias	Megan Johnson	2	Zachary Hart	Darrin Roberts	2	Jay Washington
Jeffrey Espinal	4	Theodore Pappas	Ariana Jones	2	Simon Arias	George Shafiek	2	Zachary Hart	Muzit Berhe	2	Jamison Weatherspoon
Jordon Barron	4	Jeremy Welch	Jennifer Reed	2	Simon Arias	Renee Cunningham	2	Hart-McCallum	Richard Johnson	2	Jamison Weatherspoon
Ryan Ohm	3	Simon Arias	Jamie Winters	2	Simon Arias	Lynn Jenkins	2	Hart-McCallum	Brandon Teter	2	Jamison Weatherspoon
James Tolley	3	Simon Arias	Raul Aquino	2	Ryan Bisanz	Steven Phillips	2	Hart-McCallum	Sonia Tyner	2	Jamison Weatherspoon
Shauna Hannemann	3	Cohen-Cohen	Adriana Aboulwafa	2	Cohen-Cohen	Wanda Williams	2	Hart-McCallum	LaDelus Brown	2	Jeremy Welch
Heriberto Chavez	3	Richard Correa	Alexis Pineiro	2	Cohen-Cohen	Vance Rountree	2	Matt Henderson	Ervin Cruz	2	Tom Williams
Michael Joseph	3	James Cunningham	Stella Roznovan	2	Cohen-Cohen	Jesse Spencer	2	Stephen Jubrey	Angela Rodriguez	2	Tom Williams
Matthew Sutton	3	Ryan Giddens	James Harding	2	Richard Correa	Alfred Puylara	2	Nicholas Moore	Slavita Hut	2	John Young

## RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Bobby Gujral	25	Altig-Orlovic	Joshua Olin	20	Altig-Orlovic	Thomas Vena	16	Simon Arias

**NEW ASSOCIATE**– \$1,000 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA**– at least two new associates during the month  
**MGA**– at least three new associates during the month  
**RGA**– top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

# LEGACY RECRUITING PROGRAM



## TOP RECRUITING AGENTS\*\* APRIL

TOTAL LEGACY RECRUITERS: 272

TOTAL LEGACY RECRUITS: 322



**Michelle Martinez Aviles**  
4 Recruits  
Tom Williams



**Jeramey Pitman**  
4 Recruits  
Richard Correa



**Ransey Vazquez**  
4 Recruits  
Bob Olson

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Michelle Martinez Aviles	4	Michael McGoon	3	Esperanza Alvarado	2	Steven Dell	2	Victoria Saenz	2						
Jeramey Pitman	4	April Nichols	3	Alisha Anderton	2	Antonio Gillems	2	Steven Shavers	2						
Ransey Vazquez	4	Steven Taylor	3	Milton Ashford	2	Aaron Haynes	2	Jeffrey A Smith	2						
Alix Albright	3	Eseta Tevaga	3	Kade Beck	2	Marlon Hernandez	2	David Staffieri	2						
Mallory Eggleton	3	Brittani Thomas	3	Cody Brady	2	Bolden Jones	2	Michael Tolman	2						
Derek Foore	3	Shaheryar Ahmad	2	Maricela Mendoza	2	Amanda Torres	2	Amanda Torres	2						
Hemerson Gonzalez	3	Osvaldo Altamirano	2	Lily Carpenter	2	Jennylyn Militante-Radnoty	2	Peter Williams	2						

## TOP RECRUITING AGENTS\*\* YTD

TOTAL LEGACY RECRUITERS: 917

TOTAL LEGACY RECRUITS: 1,322

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Scott Wheeler	17	Patricia Contreras	4	Raul Aquino	3	Michael Kavanagh	3	William Parmeter	3						
Jeramey Pitman	13	Mallory Eggleton	4	Tiffany Babin-Washington	3	Samisoni Koloa	3	Dulce Paz	3						
Ransey Vazquez	12	Faamasinoga Eneliko	4	Taulant Bane	3	Johnathan Kyte	3	Daniel Prinzo	3						
Michelle Martinez Aviles	11	Deaveon Francisco	4	Dana Black	3	Mario Leon	3	Paul Rhoton	3						
Patrick Duray	6	Hemerson Gonzalez	4	Brent Bowling	3	Joe Lewo	3	Phillip Roffi	3						
Gina Sherman	6	Jordan Hallman	4	Sean Brannan	3	Jordan Long	3	Michael Silvis	3						
Rosemary Soto	6	Sierra Healy	4	Denzel Covington	3	Roberto Lopez	3	Callie Smith	3						
Kade Beck	5	Kellie Hoffman	4	Tristan Dlabik	3	Tyler Mabry	3	Jeffrey A Smith	3						
Derek Foore	5	Kome Lauano	4	Harold Durana	3	Tania Macias	3	David Staffieri	3						
Joel Jesurun	5	Felipe Machado-Santanna	4	Philip Eggleton	3	Michael McGoon	3	Justin Sutton	3						
Tene Jones	5	Jennylyn Militante-Radnoty	4	Tony Geer	3	Michael McKiernan	3	Eseta Tevaga	3						
Alma Lozano	5	Mike Paragiou	4	Antonio Gillems	3	Theodore Meyer	3	Brittani Thomas	3						
William Ross	5	Craig Swinney	4	Jared Guglielmino	3	Michael Musso	3	Michael Tolman	3						
Gregory Rudolph	5	Steven Taylor	4	Aaron Haynes	3	Lisa Nguyen	3	Kastriot Useni	3						
Alix Albright	4	Alexis Tran	4	Andrew Hynan	3	April Nichols	3	Dana Velez	3						
Steven Augustine	4	Anthony Almeida	3	Jean Joseph	3	John Nieves	3	Samuel Wolf	3						
Shawntae Collins	4	Alisha Anderton	3	Troy Kasper	3	Ryan Ohm	3								

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.  
 ● Spotlight will picture up to the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture less than 5 in case of a tie.  
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Torchmark Achievement Award eligibility due to the counts being calculated differently.

# LEGACY RECRUITING CLUB

## MEMBERS

— By Number of Eligible Legacy Recruits\*



**John Nieves**  
Richard Correa  
25 Recruits  
PLATINUM



**Taylor Black**  
Giglione-Ackerman  
15 Recruits  
GOLD



**Johnny Ramos**  
Matt Henderson  
15 Recruits  
GOLD



**Alisha Anderton**  
Dorian Oldham  
10 Recruits  
SILVER



**Marie Campbell**  
Bob Olson  
10 Recruits  
SILVER



**Jeffrey Hall**  
Albert Serur  
10 Recruits  
SILVER



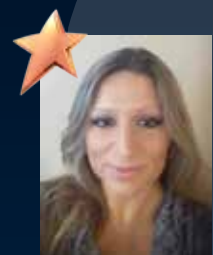
**Jeramey Pitman**  
Richard Correa  
11 Recruits  
SILVER



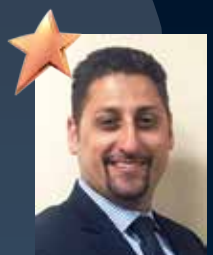
**Mickey Adkins**  
Zachary Hart  
6 Recruits  
BRONZE



**Adem Abdula**  
Giglione-Ackerman  
5 Recruits  
BRONZE



**Jessica Boss**  
Surace-Smith  
5 Recruits  
BRONZE



**Michael Musso**  
Tom Williams  
5 Recruits  
BRONZE



**William Parmeter**  
Nicholas Moore  
5 Recruits  
BRONZE



**Daisy Pyeatt**  
Michael Vasu  
5 Recruits  
BRONZE



**Gregory Rudolph**  
Simon Arias  
5 Recruits  
BRONZE



**Austin Timmons**  
Ryan Giddens  
5 Recruits  
BRONZE

\*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP

# AIL/NILICO WORLD SERIES 2018 IS UNDERWAY!!

Contest Period: Week Ending Dates May 11<sup>th</sup> - August 3<sup>rd</sup> 2018

There are 3 CATEGORIES:

### MGA ROOKIES

**1 Winner**

MGA Rookie Category

### MGAs

**7 Winners**

One from each Category\*

### RGAs

**7 Winners**

One from each Category\*

// TOTAL OF 15 WINNERS

### CONTEST DETAILS

Each week, the Top 5 leaders will receive points. These points are given based on ranking that week. [EX: Rank 1 gets 5 points, Rank 2 gets 4 points, etc.] These points will be accumulated over all 13 weeks and then the final top leaders in these groupings will come out as winners.

If there is a tie, Total ALP from New Associates during the contest period will be counted, based on the hierarchy at the time of coding.

\*MGA/RGA CONTEST CATEGORIES:  
Cat 1, Cat 2, Cat 3, Cat 4, Cat 5-6, Cat 7-8, Cat 9-10



**CONTEST WINNERS** will be flown into DFW to attend a Texas Rangers game in the suite with Steve, David and Dom. Winners will also have an opportunity to be on the field for batting practice before the game.

# TALENT ACQUISITION



▶ IS YOUR OFFICE COMMITTED TO KEEPING TOP PERFORMERS, AND DEVELOPING NEW ONES ON A CONSISTENT BASIS?

▶ DOES YOUR ORGANIZATION DEVELOP ITS PEOPLE EFFECTIVELY INTO LEADERSHIP POSITIONS?



### Martin Groves

Vice President of Field Operations

**DRAFT SEASON IS UPON US ONCE** more! The growth of our SGA offices is a bit like a draft on a weekly or monthly basis. New candidates come in, we inspect their resumes and then we put them through the recruiting process and into the pipeline for their career. Current agents and managers are regularly put through a career track process to help them progress to bigger and better things. I guess with football as the analogy, this would be like a player progressing through middle school, high school, college and then the NFL.

The job of our leaders is to identify talent and develop that talent into top performers. Sometimes it can be an instinctive recruitment process, but other times candidates start showing

signs of greatness in either sales performance or leadership ability once a great deal of ground work has been done by leadership.

### TALENT AND PERFORMANCE MANAGEMENT

Talent management brings together different human resource initiatives – recruitment, retention, learning strategies, leadership development, and succession planning. When we perform these functions successfully, we end up selecting the right people for the right role, and we develop people to perform at their best. This provides long-term growth and stability in our SGA offices.

### TRAINING AND DEVELOPMENT

This last year, the company has had an acute focus on a common platform for training. Any good organization thrives when comprehensive training is in place. To build talent, we must have training for all levels of leadership. For AIL/NILICO, we encourage all leadership levels to go through the Leadership Academy events. This gives the agents and managers an opportunity of seeing the “bigger picture” of Torchmark while also giving some broader

perspectives of different styles of recruiting systems and training strategies. This enables our SGA offices to have a longer-term view of an individual’s development as a leader.

### AGENT AND MANAGER GOALS

Part of performance management is setting goals. The important factor is that goals are aligned with the office’s strategy, which in turn is aligned with the overall strategy of the company. It is commonly said that “What is measured gets done.” When we set a goal around a certain outcome, the chances of that outcome occurring are much higher, simply because we have committed to managing and measuring the results.

A great deal of time and effort is put into developing talent. Leaders need to plan for specific industry and company knowledge training as well as for continuity of the culture and values that the SGA office team has come to expect. To do that, we need to keep as many good people as possible and ensure there is a wealth of new candidates ready to step into leadership positions to achieve our growth goals. 📈

# The BUSINESS ATHLETE

**"I'VE MISSED MORE THAN 9,000 SHOTS IN MY CAREER. I'VE LOST ALMOST 300 GAMES. 26 TIMES, I'VE BEEN TRUSTED TO TAKE THE GAME WINNING SHOT AND MISSED. I'VE FAILED OVER AND OVER AND OVER AGAIN IN MY LIFE, AND THAT IS WHY I SUCCEEDED."**

**—MICHAEL JORDAN**

**By Simon Arias**  
State General Agent



All the greats, whether in sports or in business, share common characteristics. When I say 6 NBA championships, 5 regular season MVPs, 3 All-star MVPs, & arguably basketballs GOAT, you probably already know who I'm talking about.

**MICHAEL JORDAN** was cut from his high school basketball team. Yet he went on to be one of the greatest players in history. Why? Because he didn't quit! The greats in life don't quit. They put in the work, embrace the adversity, and keep going.

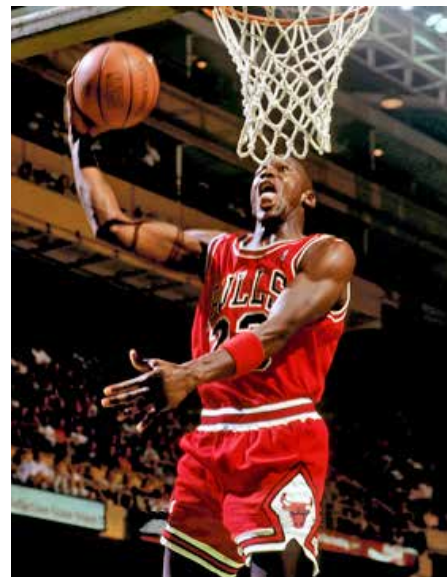
Thousands of other people got cut from their high school teams, stopped right there and said, "This isn't for me." How many times have we seen this in our business? Agents leaving after a rough week in the field. MGAs tapping out after retention issues. **IT'S EASY TO QUIT.** It's easy to face adversity and say, "This isn't for me."

**BUT DOING WHAT'S EASY NEVER LEADS TO GREATNESS.**

Jordan was a clutch player. In the 4<sup>th</sup> quarter, he had the eye of the tiger. He did whatever it took to get the job done, at times seeming like he put his whole team on his back. **NO EXCUSES!** Being a clutch player

means diving for loose balls, playing defense, scoring 20 points in a row... **WHATEVER IT TAKES** to get the win. What MJ and the best in the business have in common is the ability to **FIND A WAY TO WIN.**

In 1997, Jordan exemplified this in game 5 of the NBA finals. Jordan was sick with the flu and running a fever. When most players would've benched themselves, Jordan saw through the adversity, embraced the opportunity, and with 30 seconds left in the game, he sunk the rock to give the Bulls the lead, and ultimately the win. In business, being great is



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about **PERFORMING EVEN WHEN YOU DON'T FEEL LIKE IT;** when you're not at your best.

Business athletes have special qualities that set them apart from the less successful. They have a mindset to **ACCEPT FULL RESPONSIBILITY** when the job needs executed. Interviewed after that win, Jordan said, "It's all about the job. You just gotta come out here and do what you gotta do."

Everyone knows the Jumpman for his high scoring average and game-winning shots, but the man was **VERSATILE.** He was recognized as the NBA's defensive player of the year in 1987. He wasn't a one-trick pony.

**HE COULD PLAY ANY POSITION NEEDED TO GET THE JOB DONE.**

In our business, the greats have this same **VERSATILITY.** They can sell, recruit, train, and motivate. They can lead by example from whatever position they're in. They get the job done!

Jordan was the definition of a **LEADER.** He built his team up and made those around him better. He led from the front and executed relentlessly. The man **DIDN'T QUIT.** He **DIDN'T MAKE EXCUSES.** He was versatile. He built up his team. These are all the same qualities that make up the best athletes in our business. 🏆

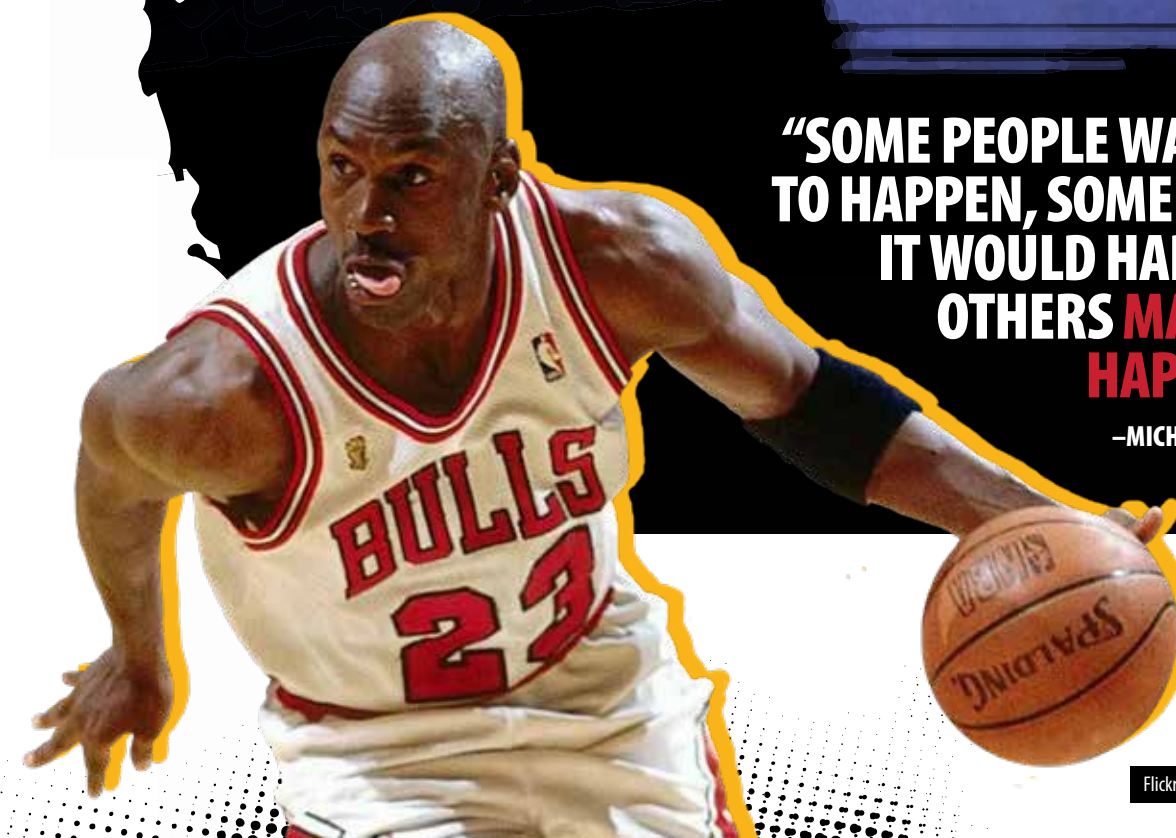
Flickr.com photo used under Creative Commons from Cliff.

**I CAN ACCEPT FAILURE, EVERYONE FAILS AT SOMETHING. BUT I CAN'T ACCEPT NOT TRYING.**

**—MICHAEL JORDAN**

**"SOME PEOPLE WANT IT TO HAPPEN, SOME WISH IT WOULD HAPPEN, OTHERS MAKE IT HAPPEN."**

**—MICHAEL JORDAN**



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**TELL US** how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL life, submit your story of 500 words or less to [lcry@ailife.com](mailto:lcry@ailife.com). If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.



2ND ANNUAL



# IT'S TIME TO PLAY!

## SGA FANTASY DRAFT RULES:

All 7 teams will compete against their baseline (Production average Feb-May) for the entire month of July.  
 The 4 teams with the highest % over baseline will play in the Superbowl during the entire month of September.  
 The team with the highest % wins the Fantasy Draft. There will be 2<sup>nd</sup> and 3<sup>rd</sup> place awards.



**TEAM 1**  
**MICHAEL VASU**

Joe Diecedue  
 Kevin Holtz  
 Nick Moore  
 Dorian Oldham  
 Pappas-Quadri  
 Cisco Perez  
 Satti-Kanaan  
 Tom Williams  
 John Young



**TEAM 2**  
**GIGLIONE-ACKERMAN**

Ryan Bisanz  
 Slav Bitman  
 Cohen-Cohen  
 Laura Fisher  
 Philip Prata  
 Beto Quintero  
 Blake Ralston  
 Tiffany Roland  
 Steve Svendsen



**TEAM 3**  
**SIMON ARIAS**

Randall Cook  
 Chad Deley  
 Don Foti  
 Cindy Furer  
 Ryan Giddens  
 Matt Henderson  
 Johnson-Nelson  
 Brandon MacDonald  
 Antonio Reyes



**TEAM 4**  
**THEO PAPPAS**

Desi Dimitrova  
 Mat Hart  
 Allan Jennings  
 Stephen Jubrey  
 Oldham-Gryska  
 Bob Olson  
 Nick Scordos  
 Robert Smith  
 Daniel Umbertone



**TEAM 5**  
**ZACH HART**

Souley Bah  
 Chalom-Paz  
 Samantha Chui  
 Richard Correa  
 Correa-Hunt  
 Mack Doby  
 Hart-McCallum  
 Travis Moody  
 Albert Serur



**TEAM 6**  
**SURACE-SMITH**

Jose Carvajal  
 Eric Cochran  
 Gabe Feldmann  
 Steve Friedlander  
 Kyle Johnson  
 Sabrina Lloyd  
 Corey Neff  
 Chad Potts  
 Kris Thieme



**TEAM 7**  
**ALTIG-ORLOVIC**

Erin Allen  
 James Cunningham  
 Greg Graham  
 Chris Hernandez  
 Moswen Taylor  
 Dustin Venekamp  
 Jay Washington  
 Jamison Weatherspoon  
 Jeremy Welch





**1**  
BROCK LAMPEE  
PHOENIX, AZ



**2**  
EDDIE BELESHI  
TROY, MI



**3**  
ALEX GONZALES  
TRACY, CA



**4**  
SUSAN BEDROSSIAN  
PROVIDENCE, RI



**5**  
ROGHIE HASSAN LOO  
TORONTO, ON



**6**  
ASHLEY RUST  
INDIANAPOLIS, IN



**7**  
STEVEN DELL  
WEXFORD, PA



**8**  
ANTHONY PETROSKY  
INDIANAPOLIS, IN



**9**  
BROOKLYN MIMS  
INDIANAPOLIS, IN



**10**  
ERIC LABOSSIERE  
HELENA, MT



**11**  
MARIA DIRINGER  
LOMBARD, IL



**12**  
JOHN VACCA  
WEXFORD, PA



**13**  
MICHAEL VAN DELFT  
HALIFAX, NS



**14**  
EVELYN JUAREZ  
LOS ANGELES, CA



**15**  
MAKSYM PYATNOCHKA  
HALIFAX, NS



**16**  
TANIA SALAS-HURTADO  
SAN JOSE, CA



**17**  
MAX QUASEM  
LOS ANGELES, CA



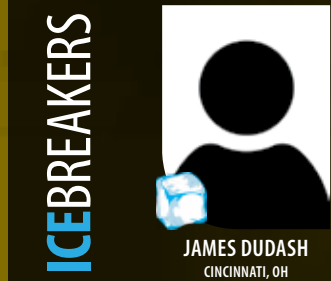
**18**  
DAVID RUHARA  
BURLINGTON, MA



**19**  
HAZEM ABOUELDAHAB  
CALGARY, AB



**20**  
JOACHIM JEAN  
BURLINGTON, MA



**JAMES DUDASH**  
CINCINNATI, OH



**LUKE ELLICE**  
CALGARY, AB



**ROY STEPHENS**  
GILROY, CA

## APRIL

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Brock Lampee	\$42,629		88.1	Dustin Dunbar Dustin Venekamp	
2	Eddie Beleshi	40,932	94		Darcy Schrieber Zachary Hart	
3	Alex Gonzales	37,343		78.8	Anthony Theriault Mathew Hart	
4	Susan Bedrossian	36,614		74.2	Susan Bedrossian Cisco Perez	
5	Roghie Hassan Loo	32,790		76.3	Roghie Hassan Loo Chalom-Paz	
6	Ashley Rust	32,358		85.8	Kelly Yingling James Cunningham	
7	Steven Dell	32,279	96		James Keefer Simon Arias	
8	Anthony Petrosky	31,826		78.4	Kelly Yingling James Cunningham	
9	Brooklyn Mims	29,379		88.8		Moswen Taylor
10	Eric LaBossiere	28,698		92.2	Lee Jeffers Altig-Orlovic	
11	Maria Diringier	28,574		90.9	David Wang Bob Olson	
12	John Vacca	26,791		89.6	Thomas Vena Simon Arias	
13	Michael van Delft	26,442		87.0	Scott Wheeler Satti-Kanaan	
14	Evelyn Juarez	26,349		88.9	Sacramento Juarez Cohen-Cohen	
15	Maksym Pyatnochka	26,224	100		Harjeet Rana Imran Satti	
16	Tania Salas-Hurtado	26,112	91		Mark Neilson Altig-Orlovic	
17	Max Quasem	25,373		88.4		Cohen-Cohen
18	David Ruhara	25,239		73.5	Ryan Hall Laura Fisher	
19	Hazem Aboueldahab	24,500		76.2	John McGrath Altig-Orlovic	
20	Joachim Jean	24,287		91.1	Ryan Hall Laura Fisher	
21	Andrew Bishop	23,930		86.5	Nicholas Lorence Altig-Orlovic	
22	Mohamad Raychouni	23,852	90		Mark Dushaj Zachary Hart	
23	Valencia Ulaj	23,772	90		Mark Dushaj Zachary Hart	
24	Lleison Martinez	23,347		76.5	Begona Patino-Lopez Cisco Perez	
25	Johnathon Bogoslawski	23,063		75.3	Sara Vaz Altig-Orlovic	
26	Jeremy Mullins	22,981	90		Joshua Dishong Surace-Smith	
27	Cristian Dominguez	22,953	92		Mark Neilson Altig-Orlovic	
28	Kevin Ishikane	22,925		81.2	Blake Higuchi Altig-Orlovic	
29	Jake Lee	22,418	100			Satti-Kanaan
30	Mack Hanna	22,410	90		Rodney Ward Zachary Hart	
31	Jacqueline Kabluyen	22,187		80.6	Mark Neilson Altig-Orlovic	
32	Oleg Novitchii	21,802		89.9	Matthew Parks Surace-Smith	
33	Brian Freeman	21,582	94		Aaron Parks Simon Arias	
34	Duni Olusegun	21,224		88.4	Duni Olusegun James Cunningham	
35	Priscila Gonzalez	21,143		77.7	Mark Neilson Altig-Orlovic	
36	Liza Cacevic	21,102	81		Mark Dushaj Zachary Hart	
37	Alicia Wear	21,026		74.9	Tyler McKnight Altig-Orlovic	
38	Richard Carter	20,774		98.1	Nicholas Lorence Altig-Orlovic	
39	Marquel Burns	20,694		81.6	Johnny Ly Gigliione-Ackerman	
40	Chad Muise	20,117	98		Scott Wheeler Satti-Kanaan	
41	Ross Ewen	20,094		77.4	Ross Ewen Kevin Holtz	
42	James Dudash	19,982	99		David Rigney Kevin Holtz	
43	Charles Belt	19,858		88.4	Melne Hughes Bob Olson	
44	Gregory Caldwell	19,440	89		Omar Billy Jamison Weatherspoon	
45	Mubeen Hussain	19,428	88		Byron Paz Chalom-Paz	
46	Luke Ellice	19,213	100		Matt McBride Altig-Orlovic	
47	Roy Stephens	19,127	88		Mark Neilson Altig-Orlovic	
48	Yadollah Pourjalali	19,120		83.9		Cohen-Cohen
49	Elhanan Sing	19,034	92		Scott Wheeler Satti-Kanaan	
50	Mark Lomonaco	19,031		85.1	Tina Janti Altig-Orlovic	

ALL TIME RECORD: \$173,887 Net ALP

## YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Susan Bedrossian	\$219,246		74.2	Susan Bedrossian Cisco Perez	
*2	Michael van Delft	134,067		87.0	Scott Wheeler Satti-Kanaan	
*3	Roghie Hassan Loo	130,037		76.3	Roghie Hassan Loo Chalom-Paz	
*4	Muhammed Ashraf	110,359		86.3	Mahadai Kryshundayal Theodore Pappas	
*5	Joshua Dishong	100,094		77.9	Joshua Dishong Surace-Smith	
*6	Ryan Vance	98,309		94.4	Marc Salvaggi Surace-Smith	
*7	Oleg Novitchii	98,297		89.9	Matthew Parks Surace-Smith	
*8	Katie Massart	94,003		91.1	John McGrath Altig-Orlovic	
*9	Brooklyn Mims	93,121		88.8		Moswen Taylor
*10	Mike Reed	90,813		78.7	Christopher Hintz Altig-Orlovic	
11	Elhanan Sing	87,560	92		Scott Wheeler Satti-Kanaan	
12	Mack Hanna	87,079	90		Rodney Ward Zachary Hart	
13	Maria Diringier	85,780		90.9	David Wang Bob Olson	
14	Alex Gonzales	85,108		78.8	Anthony Theriault Mathew Hart	
15	Mario Hajro	85,078		82.2	Joshua Dishong Surace-Smith	
16	Brock Lampee	84,905		88.1	Dustin Dunbar Dustin Venekamp	
17	Matthew Zang	83,730		85.2	Ryan Stenglein Altig-Orlovic	
18	Max Quasem	83,112		88.4		Cohen-Cohen
19	Andrew Bishop	82,627		86.5	Nicholas Lorence Altig-Orlovic	
20	Mark Lomonaco	82,101		85.1	Tina Janti Altig-Orlovic	
21	Hazem Aboueldahab	82,040		76.2	John McGrath Altig-Orlovic	
22	Steven Dell	80,486	96		James Keefer Simon Arias	
23	Richard Carter	79,984		98.1	Nicholas Lorence Altig-Orlovic	
24	Jenny Kim	79,800	82		Mark Neilson Altig-Orlovic	
25	David Ruhara	79,369		73.5	Ryan Hall Laura Fisher	
26	Elizabeth A Garcia	77,339		82.0	Zach Otto Sabrina Lloyd	
27	Eddie Beleshi	74,922	94		Darcy Schrieber Zachary Hart	
28	Dina Boghdady	74,888		85.9	Luay Ghawi Altig-Orlovic	
29	Alma B Gonzalez	74,625		80.5	Doreen Ryan-Foti Don Foti	
30	Kevin Gillum	74,510		89.2	Marc Salvaggi Surace-Smith	
31	Yadollah Pourjalali	74,323		83.9		Cohen-Cohen
32	Jacqueline Kabluyen	73,339		80.6	Mark Neilson Altig-Orlovic	
33	Jonathan Da-al	72,769		84.3	Anita Ferris Steve Friedlander	
34	Kenan Hyseni	72,604		81.5	Sara Vaz Altig-Orlovic	
35	Trenton Miller	71,661	84		Mark Neilson Altig-Orlovic	
36	Tristan Dlabik	69,415	96		Brody Maughan-Evanson Simon Arias	
37	Adem Abdula	69,291		88.6	Corey Helly Gigliione-Ackerman	
38	Andrew Chambers	69,241		84.8	Andrew Chambers Phillip Prata	
39	Dustin Dunbar	66,631		79.2		Dustin Venekamp
40	Omar Hashimi	65,981		75.9		Don Foti
41	Carrisa Korres	65,243	92		David Wang Bob Olson	
42	Riley Peters	64,934		85.4	Tyler McKnight Altig-Orlovic	
43	Lleison Martinez	64,913		76.5	Begona Patino-Lopez Cisco Perez	
44	Abraham Mogilevsky	64,546		79.4	Bobby Szwaja Theodore Pappas	
45	Harvey Quinn	64,316		92.8	Kimberly Hamilton Oldham-Gryska	
46	Joey Kennedy	64,309		77.6		Altig-Orlovic
47	Casey Jarratt	64,094	83		Mark Neilson Altig-Orlovic	
48	Ross Ewen	63,873		77.4	Ross Ewen Kevin Holtz	
49	Eric LaBossiere	63,827		92.2	Lee Jeffers Altig-Orlovic	
50	Daniel Prinzo	63,777		92.6	Marc Salvaggi Surace-Smith	

ALL TIME RECORD: \$939,528 Net ALP

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

# SUPERVISING AGENTS



**1**  
CHRISTIAN GOJCAJ  
TROY, MI



**2**  
EDWARD LEON  
TROY, MI



**3**  
AREF SAYEGH  
HALIFAX, NS



**4**  
ROVENA LULGJURAJ  
TROY, MI



**5**  
RANGJI WITIKA  
AUCKLAND, NZ



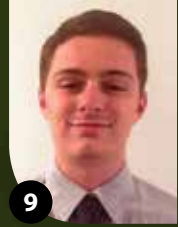
**6**  
TAULANT BANE  
CLEVELAND, OH



**7**  
CARL RICE  
SCHAUMBURG, IL



**8**  
MARK TUSING  
WEXFORD, PA



**9**  
CLAYTON SLAUGHTER  
HOUSTON, TX



**10**  
AVERY ALLMOND  
WEXFORD, PA

## APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Christian Gojcaj	\$68,758	\$83,676	90		Darcy Schrieber	Zachary Hart
2	Edward Leon	64,179	84,721	94		Mark Dushaj	Zachary Hart
3	Aref Sayegh	43,862	60,303	90			Satti-Kanaan
4	Rovena Lulgjuraj	42,370	69,885	91		Mark Dushaj	Zachary Hart
5	Rangji Witika	39,617	43,553	98		Alipate Makau	Steve Friedlander
6	Taulant Bane	36,527	58,085		91.2	Joshua Dishong	Surace-Smith
7	Carl Rice	35,147	41,958	89		Patrycja Grudzinska	Sabrina Lloyd
8	Mark Tusing	33,889	37,128		80.1	Alix Albright	Simon Arias
9	Clayton Slaughter	30,842	34,883		79.3	Andrew Batten	Michael Vasu
10	Avery Allmond	30,429	33,222	96		Aaron Parks	Simon Arias
11	Matthew Neish	29,310	29,310		90.8	Christopher Bentley	Altig-Orlovic
12	Romie Murphy	28,846	33,678	92		Dylan Murphy	Simon Arias
13	Carolyn George	28,527	31,855	91		Duane Shaw	Sabrina Lloyd
14	Dana Velez	28,142	32,567	96		Walter Icaza	Beto Quintero
15	Samuel Wolf	27,771	27,771	100		Gaston Morales	Dustin Venekamp
16	Gregory Rudolph	26,988	23,403	92		Justin Adams	Simon Arias
17	Kyla Greig	26,387	26,387	91		Matt McBride	Altig-Orlovic
18	Sarosh Khan	25,166	28,263	92		Harjeet Rana	Imran Satti
19	Mariam Shahid	25,154	26,694		81.1	Shahab Mahdavejad	Theodore Pappas
20	Joel Trask	24,492	32,076		77.2	Scott Wheeler	Satti-Kanaan

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Edward Leon	\$114,096	\$147,471	94		Mark Dushaj	Zachary Hart
*2	Rangji Witika	111,809	126,701	98		Alipate Makau	Steve Friedlander
*3	Clayton Slaughter	104,152	159,672		79.3	Andrew Batten	Michael Vasu
*4	Carl Rice	103,949	125,811	89		Patrycja Grudzinska	Sabrina Lloyd
*5	Christian Gojcaj	103,931	126,065	90		Darcy Schrieber	Zachary Hart
6	James Marks	100,079	143,258	92		Brody Maughan-Evanson	Simon Arias
7	Filiberto Carreno	91,974	125,723	89		Jacqueline Kabluyen	Altig-Orlovic
8	Rovena Lulgjuraj	88,904	144,692	91		Mark Dushaj	Zachary Hart
9	Carolyn George	82,557	97,931	91		Duane Shaw	Sabrina Lloyd
10	Ethan Dewyer	80,472	103,995	91		Anthony Greco	Slav Bitman
11	Mark Tusing	77,675	84,442		80.1	Alix Albright	Simon Arias
12	Carey Hartman	76,596	106,611	90		Michael Russin	Simon Arias
13	Mariam Shahid	72,203	93,228		81.1	Shahab Mahdavejad	Theodore Pappas
14	Kyla Greig	69,353	69,353	91		Matt McBride	Altig-Orlovic
15	Michael Nester	67,744	89,099	84		Hayden Hill	Dustin Venekamp
16	Richard Millington	65,919	108,075		83.9	Scott Wheeler	Satti-Kanaan
17	Kinga Filipiak	64,576	83,950	88		Patrycja Grudzinska	Sabrina Lloyd
18	Aref Sayegh	63,920	115,103	90			Satti-Kanaan
19	Joel Trask	62,068	102,577		77.2	Scott Wheeler	Satti-Kanaan
20	Amber Fitzmartin	61,564	97,785	84		Daniel Dunham	Simon Arias

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$659,568 Net ALP — GEORGE KAMEL

# GENERAL AGENTS



**1**  
MICHAEL STUVER  
TROY, MI



**2**  
JEFFREY HUDSON  
TROY, MI



**3**  
JENNY KIM  
SAN JOSE, CA



**4**  
PHILLIP WAISMAN  
HALIFAX, NS



**5**  
JEFFREY ESPINAL  
FLUSHING, NY



**6**  
JOSEPH GOJCAJ  
TROY, MI



**7**  
DULCE PAZ  
SCHAUMBURG, IL



**8**  
ROBERT ADRAHTAS  
SCHAUMBURG, IL



**9**  
DOMINIC FACCHINI  
WILMINGTON, MA



**10**  
PATRICIA CONTRERAS  
MIAMI, FL

## APRIL

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Michael Stuver	\$80,719	\$102,255		76.8	Darcy Schrieber	Zachary Hart
2	Jeffrey Hudson	77,873	133,089	85		Mark Dushaj	Zachary Hart
3	Jenny Kim	73,010	125,852	98		Mark Neilson	Altig-Orlovic
4	Phillip Waisman	68,701	85,682	91			Satti-Kanaan
5	Jeffrey Espinal	68,414	84,997	85		Reynolds Akuamo	Theodore Pappas
6	Joseph Gojcaj	67,943	99,443	89		Mark Dushaj	Zachary Hart
7	Dulce Paz	66,788	82,689	89		Patrycja Grudzinska	Sabrina Lloyd
8	Robert Adrahtas	60,783	74,992	89		Duane Shaw	Sabrina Lloyd
9	Dominic Facchini	55,310	64,611	91		Jeffrey Hall	Albert Serur
10	Patricia Contreras	54,836	76,050	91		Walter Icaza	Beto Quintero
11	Sherrie McCarty	52,784	59,105	93		Michael McKiernan	Dustin Venekamp
12	Michael Joseph	51,005	72,104	90		Duni Olusegun	James Cunningham
13	Nadia Feleti	50,421	57,570	98		Alipate Makau	Steve Friedlander
14	Jennifer Reed	47,198	53,916		77.4	Aaron Parks	Simon Arias
15	Sarah Herbold	42,988	49,023	96		Andrew Wagner	Oldham-Gryska
16	Mario Hajro	42,277	111,706	90		Joshua Dishong	Surace-Smith
17	Brent Bowling	40,616	129,026		85.0	Marc Salvaggi	Surace-Smith
18	Stella Roznovan	39,033	46,484	93		Sean Velasquez	Cohen-Cohen
19	Kurt Overy	38,937	56,703	92		Tony Geer	Surace-Smith
20	Michelle Caouette	38,588	50,256		82.3	Kimberly Hamilton	Oldham-Gryska

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

## YTD

Rank		1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Dulce Paz	\$231,640	\$285,573	89		Patrycja Grudzinska	Sabrina Lloyd
*2	Jeffrey Espinal	218,838	310,170	85		Reynolds Akuamo	Theodore Pappas
*3	Joseph Gojcaj	211,652	283,133	89		Mark Dushaj	Zachary Hart
*4	Patricia Contreras	207,667	250,869	91		Walter Icaza	Beto Quintero
*5	Robert Adrahtas	183,801	272,404	89		Duane Shaw	Sabrina Lloyd
6	Michael Stuver	174,620	235,346		76.8	Darcy Schrieber	Zachary Hart
7	Michael Joseph	174,456	236,164	90		Duni Olusegun	James Cunningham
8	Ryan Ohm	164,912	275,510		79.7	Brody Maughan-Evanson	Simon Arias
9	Aaron Piotrowski	158,090	186,732	93		Zach Otto	Sabrina Lloyd
10	Kurt Overy	157,832	286,150	92		Tony Geer	Surace-Smith
11	Sherrie McCarty	148,676	169,553	93		Michael McKiernan	Dustin Venekamp
12	Phillip Waisman	148,531	248,383	91			Satti-Kanaan
13	Jeffrey Hudson	148,246	300,588	85		Mark Dushaj	Zachary Hart
14	Michael van Delft	146,393	436,597	93		Scott Wheeler	Satti-Kanaan
15	Rosemary Soto	145,056	190,474	90		Hemerson Gonzalez	Beto Quintero
16	Jennifer Reed	142,770	188,892		77.4	Aaron Parks	Simon Arias
17	Taurean Flourmoy	142,638	247,532		73.9	Asiguy Haugabook	Kyle Johnson
18	James Tolley	142,062	204,289	82		Justin Adams	Simon Arias
19	Logan Holle	141,697	159,115	93		David Carpenter	Dustin Venekamp
20	Travis Vaughn	140,371	290,818	84		Michael Russin	Simon Arias

ALL TIME RECORDS: \$1,565,713 1st 6 Mo Agt — MEGAN JOHNSON | \$1,751,795 Net ALP — BRENT BOWLING



**MARK NEILSON**  
MILPITAS, CA



**BRIAN ZUZICK**  
MANSFIELD, MA



**KIMBERLY HAMILTON**  
ALBANY, NY



**DUSTIN DUNBAR**  
PHOENIX, AZ



**TONY GEER**  
COLUMBUS, OH



**SAMUEL COHEN**  
PLYMOUTH MEETING, PA



**DUNI OLUSEGUN**  
INDIANAPOLIS, IN



**EVAN HOLZHAUER**  
EDISON, NJ



**BRADLEY CHRISTIANSEN**  
ST PAUL, MN



**MATT MCBRIDE**  
CALGARY, AB



**Rookie**

**AVI KAUDERER**  
ALBANY, NY

## APRIL

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mark Neilson</b>	62.0	\$252,385	\$155,798	76.1	Altig-Orlovic	
Mark Dushaj	50.4	224,359	149,175	74.4	Zachary Hart	
Joshua Olin	15.7	135,550	117,164	79.5	Altig-Orlovic	
<b>II Brian Zuzick</b>	20.6	\$117,088	\$97,049	74.2	Laura Fisher	
<b>III Kimberly Hamilton</b>	86.0	\$156,835	\$84,326	79.5	Oldham-Gryska	
Scott Wheeler	35.0	113,875	84,351	81.9	Imran Satti	
Nicholas Lorence	20.5	90,764	75,314	80.4	Altig-Orlovic	
<b>IV Dustin Dunbar</b>	42.3	\$100,236	\$70,439	79.5	Dustin Venekamp	
Roghie Hassan Loo	28.0	79,590	62,200	77.5	Chalom-Paz	
Paul Kelly	16.4	75,650	64,987	81.6	Steve Friedlander	
<b>V Tony Geer</b>	37.2	\$78,660	\$57,340	82.1	Surace-Smith	
Anita Ferris	29.8	74,495	57,409	81.6	Steve Friedlander	
Levar Morgan	15.3	59,115	51,290	76.6	Theodore Pappas	
<b>VI Samuel Cohen</b>	88.8	\$88,716	\$46,996	76.6	Pappas-Quadri	
Christopher Bentley	52.8	67,857	44,409	73.9	Altig-Orlovic	
Alberto Alcala	28.3	58,646	45,724	75.1	Ryan Bisanz	
<b>VII Duni Olusegun</b>	173.6	\$100,428	\$36,713	76.8	James Cunningham	
Alix Albright	50.9	56,285	37,311	79.2	Simon Arias	
Duane Shaw	46.5	59,072	40,333	77.2	Sabrina Lloyd	
<b>VIII Evan Holzhauser</b>	115.8	\$64,457	\$29,872	73.9	Giglione-Ackerman	
Jessica Santamarina	45.9	48,466	33,210	75.2	Jamison Weatherspoon	
Hunter Houvener	41.9	39,782	28,035	76.9	Altig-Orlovic	
<b>IX Bradley Christiansen</b>	144.9	\$44,392	\$18,127	75.6	A-O-Stenglein	
Stephen Giddens	128.6	51,940	22,720	76.7	Ryan Giddens	
Kevin Appasamy	100.8	34,997	17,426	78.0	Altig-Orlovic	
<b>X Matt McBride</b>	219.9	\$52,404	\$16,381	74.0	Altig-Orlovic	
Erikka Michaels	71.4	18,291	10,670	75.7	Altig-Orlovic	
Christopher Chovanec	34.9	15,802	11,717	83.8	Michael Vasu	

## APRIL ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Avi Kauderer</b>	243.8	\$71,180	\$29,200	\$123,138	76.6	Oldham-Gryska	
Alipate Makai	182.3	53,228	29,200	79,167	96	Steve Friedlander	
Gaston Morales	179.5	52,401	29,200	62,047	93	Dustin Venekamp	
Andrew Batten	174.6	50,969	29,200	95,346	89	Michael Vasu	
Michael McKiernan	160.5	46,862	29,200	56,372	86	Dustin Venekamp	
James Keefer	156.5	45,690	29,200	48,101	93	Simon Arias	
Temesghen Starr	125.6	36,684	29,200	64,881	77.0	Cohen-Cohen	
Justin Sutton	122.1	35,641	29,200	44,500	73.8	Ryan Giddens	
Meaghan Krecsko	120.8	35,262	29,200	39,597	87	Altig-Orlovic	
Kanon McGee	118.7	34,667	29,200	42,367	74.3	Dorian Oldham	

## YTD

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Mark Neilson</b>	41.6	\$882,223	\$623,193	76.1	Altig-Orlovic	
Joshua Olin	19.4	559,634	468,656	79.5	Altig-Orlovic	
Mark Dushaj	11.1	662,958	596,698	74.4	Zachary Hart	
<b>II Brian Zuzick</b>	14.0	\$442,435	\$388,196	74.2	Laura Fisher	
Kaitlyn Brandt	3.7	469,551	452,717	76.2	Stephen Jubrey	
Joshua Dishong	2.0	450,411	441,508	80.6	Surace-Smith	
<b>III Kimberly Hamilton</b>	47.9	\$498,800	\$337,304	79.5	Oldham-Gryska	
Reynolds Akuamoa	38.0	495,809	359,241	74.1	Theodore Pappas	
Melinda-Rae Lyse	17.9	358,382	303,860	80.1	Altig-Orlovic	
<b>IV Elyse Bryan</b>	38.1	\$371,997	\$269,398	80.2	Souley Bah	
Roghie Hassan Loo	16.0	288,638	248,801	77.5	Chalom-Paz	
Britton Costa	1.9	263,810	258,907	73.2	Simon Arias	
<b>V Thomas Vena</b>	37.8	\$285,075	\$206,899	82.4	Simon Arias	
Tony Geer	37.4	315,186	229,359	82.1	Surace-Smith	
Luay Ghawi	36.4	279,478	204,924	82.0	Altig-Orlovic	
<b>VI Samuel Cohen</b>	35.6	\$254,985	\$187,983	76.6	Pappas-Quadri	
Christina Jauch	22.5	246,843	201,473	74.0	Simon Arias	
Christopher Bentley	20.0	213,163	177,637	73.9	Altig-Orlovic	
<b>VII Duni Olusegun</b>	93.9	\$284,714	\$146,851	76.8	James Cunningham	
Brody Maughan-Evanson	60.8	243,719	151,599	79.7	Simon Arias	
Duane Shaw	48.8	240,017	161,331	77.2	Sabrina Lloyd	
<b>VIII Evan Holzhauser</b>	115.8	\$64,457	\$29,872	73.9	Giglione-Ackerman	
Jessica Santamarina	45.9	48,466	33,210	75.2	Jamison Weatherspoon	
Hunter Houvener	41.9	39,782	28,035	76.9	Altig-Orlovic	
<b>IX Stephen Giddens</b>	145.0	\$222,627	\$90,880	76.7	Ryan Giddens	
Michael C Williams	81.5	120,542	66,403	79.6	Matt Henderson	
Kevin Appasamy	66.1	115,789	69,702	78.0	Altig-Orlovic	
<b>X Patrick Bendure</b>	184.0	\$13,427	\$4,728	80.1	Surace-Smith	
Patrick Duray	179.6	184,806	66,103	75.4	Chad Deley	
Matt McBride	140.8	157,767	65,525	74.0	Altig-Orlovic	

## YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
<b>Rookie Tina Janti</b>	280.7	\$327,813	\$116,800	\$582,917	86	Altig-Orlovic	
Michael McKiernan	192.1	224,347	116,800	259,582	86	Dustin Venekamp	
Andrew Batten	168.1	196,372	116,800	386,609	89	Michael Vasu	
Avi Kauderer	161.7	188,812	116,800	409,261	76.6	Oldham-Gryska	
Gaston Morales	158.0	184,519	116,800	210,857	93	Dustin Venekamp	
David Carpenter	140.7	164,336	116,800	214,839	74.2	Dustin Venekamp	
Hayden Hill	116.8	136,479	116,800	184,201	84	Dustin Venekamp	
Meaghan Krecsko	111.2	129,902	116,800	195,873	87	Altig-Orlovic	
James Keefer	108.3	126,543	116,800	178,766	93	Simon Arias	
Derek Foore	106.1	123,919	116,800	326,100	87.7	Surace-Smith	

Spotlight recognizes the top three Master General Agents in Categories I-X with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments.

# REGIONAL GENERAL AGENTS



**RYAN FICKERT**  
TROY, MI



**SEAN VELASQUEZ**  
LOS ANGELES, CA



**RYAN WILSON**  
MIDDLETOWN, CT



**MARK NEILSON**  
MILPITAS, CA



**JAKE YAGJIAN**  
WILMINGTON, MA



**SCOTT WHEELER**  
HALIFAX, NS



**ANDREW BATTEN**  
HOUSTON, TX



**DAVID CARPENTER**  
PHOENIX, AZ



**MARISSA CUNNINGHAM**  
INDIANAPOLIS, IN



**SANAZ MIRZA BAIG**  
HALIFAX, NS

## APRIL

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Ryan Fickert</b>	10.5	\$670,590	\$606,632		73.0	Zachary Hart
<b>II Sean Velasquez</b>	46.0	\$341,351	\$233,795		78.9	Cohen-Cohen
Joshua Olin	13.1	361,362	319,401		75.8	Altig-Orlovic
Ryan Hall	8.9	265,053	243,471		75.8	Laura Fisher
<b>III Ryan Wilson</b>	16.6	\$209,556	\$179,700		74.3	Philip Prata
Brian Schreiter	14.2	207,732	181,939		74.6	Joseph Diecedue
<b>IV Mark Neilson</b>	139.8	\$387,795	\$161,709		76.0	Altig-Orlovic
Paul Kelly	42.4	230,159	161,683		78.0	Steve Friedlander
<b>V Jake Yagjian</b>	70.3	\$201,462	\$118,299		75.1	Albert Serur
Samuel Cohen	2.5	136,763	133,390		73.3	Pappas-Quadri
<b>VI Scott Wheeler</b>	106.5	\$183,995	\$89,104		81.9	Imran Satti
Shahab Mahdavejad	61.9	142,282	87,885		74.1	Theodore Pappas
Britton Costa	17.8	111,825	94,929		74.9	Simon Arias
<b>VII Andrew Batten</b>	123.5	\$149,506	\$66,903	87		Michael Vasu
Christopher Bentley	104.2	126,647	62,014		74.3	Altig-Orlovic
Duni Olusegun	66.5	116,309	69,837		75.9	James Cunningham
<b>VIII David Carpenter</b>	203.2	\$149,916	\$49,449		73.1	Dustin Venekamp
Jeffrey Hall	70.5	79,058	46,370		74.5	Albert Serur
Anita Ferris	50.8	86,573	57,409		81.6	Steve Friedlander
<b>IX Marissa Cunningham</b>	283.9	\$173,691	\$45,240		76.1	James Cunningham
Alberto Alcala	131.7	105,959	45,724		75.1	Ryan Bisanz
Kaitlyn Brandt	112.2	87,785	41,359		76.2	Stephen Jubrey
<b>X Sanaz Mirza Baig</b>	17152.6	\$227,935	\$1,321	95		Imran Satti
Dustin Holtz	628.9	78,689	10,795	87		Kevin Holtz
Kody Kramme	626.2	36,334	5,003	90		Eric Cochran

## YTD

Category	% Growth	Net ALP	Benchmark	NTG	RET	SGA
<b>I Thomas Vena</b>	14.7	\$1,536,015	\$1,339,254		76.8	Simon Arias
Matthew Diulus	9.1	1,436,207	1,316,621		74.5	Simon Arias
<b>II Sean Velasquez</b>	17.6	\$1,099,639	\$935,179		78.9	Cohen-Cohen
Joshua Olin	15.8	1,479,910	1,277,604		75.8	Altig-Orlovic
Corey Helly	10.6	1,302,502	1,178,045		77.7	Gigliome-Ackerman
<b>III Brian Schreiter</b>	23.0	\$895,160	\$727,757		74.6	Joseph Diecedue
Ryan Wilson	14.9	825,935	718,801		74.3	Philip Prata
Ryan Stenglein	14.2	846,675	741,257		76.5	Altig-Orlovic
<b>IV Mark Neilson</b>	90.0	\$1,229,192	\$646,837		76.0	Altig-Orlovic
Patrick Knouse	16.7	776,866	665,630		73.8	Slav Bitman
Paul Kelly	8.7	703,060	646,733		78.0	Steve Friedlander
<b>V Jake Yagjian</b>	43.4	\$678,442	\$473,197		75.1	Albert Serur
<b>VI Scott Wheeler</b>	47.4	\$525,448	\$356,416		81.9	Imran Satti
Shahab Mahdavejad	30.0	457,123	351,539		74.1	Theodore Pappas
Harold Durana	29.1	454,276	351,914		76.5	Don Foti
<b>VII Christopher Bentley</b>	55.8	\$386,523	\$248,056		74.3	Altig-Orlovic
John Ophals	55.4	479,358	308,505	88		Jamison Weatherspoon
Tina Janti	53.1	502,968	328,552	86		Altig-Orlovic
<b>VIII David Carpenter</b>	307.9	\$806,810	\$197,796		73.1	Dustin Venekamp
Jeffrey Hall	49.3	276,949	185,479		74.5	Albert Serur
Anita Ferris	45.2	333,365	229,634		81.6	Steve Friedlander
<b>IX Marissa Cunningham</b>	199.5	\$542,005	\$180,960		76.1	James Cunningham
Kaitlyn Brandt	192.7	484,255	165,438		76.2	Stephen Jubrey
Patrick Duray	90.1	220,904	116,225		76.8	Chad Deley
<b>X Sanaz Mirza Baig</b>	5935.4	\$318,953	\$5,285	95		Imran Satti
Kody Kramme	855.0	191,123	20,013	90		Eric Cochran
Dustin Holtz	569.4	289,071	43,182	87		Kevin Holtz

Spotlight recognizes the top three Regional General Agents in Categories I-X with positive growth. Figures reflect hierarchy transfer adjustments.



### CATEGORY I



**1**  
ROBIN ANDRADE  
KINGSTON, MA



**2**  
RONA PILEGGI SPANO  
DARIEN, IL

### CATEGORY II



**1**  
GEORGE FARENTHOLD  
WASHINGTON, DC



**2**  
KATHY PAPPAS  
ROSLYN HARBOR, NY

### CATEGORY III



**1**  
TONY ANDERSON  
INDIANAPOLIS, IN



**2**  
REBECCA KLEBSCH  
COLGATE, WI

### CATEGORY IV



**1**  
SUE AKERS  
COUNCIL BLUFFS, IA



**2**  
STEPHEN MATOUS  
DETROIT, MI

### CATEGORY V



**1**  
BECKY CUTLER  
OMAHA, NE



**2**  
CARL ZABLOTNY  
LAS VEGAS, NV

### CATEGORY VI



**1**  
JEFFREY HAPKE  
MARTINSBURG, PA



**2**  
JANIS PITTS  
SHREVEPORT, LA

### CATEGORY VII



**1**  
BERNARD WEAVER  
DOWNTOWN, PA



**2**  
JEANETTE DODD  
HOPATCONG NJ

### CATEGORY VIII



**1**  
GABRIELA BERLONI  
TORONTO, ON



**2**  
LISA QUEENER  
SUMMERSVILLE, WV

### 1ST SIGNED TG



**1**  
MICKEY BOYSZA  
BUTTE, MT



**2**  
JAYMZ HALL  
BLOOMINGTON, MN

### TOP MANAGERS

### CATEGORY I



**1**  
TAMI WILLIAMS  
WESTFIELD, IN

### CATEGORY II



**1**  
JUDY SPADE  
LIBERTY CENTER, OH

### CATEGORY III



**1**  
ROSANNA GILL  
WALTHAM, MA

## INDIVIDUAL REPS: APRIL

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Robin Andrade	4,823	2,357	204.6%
	2	Rona Pileggi Spano	3,237	1,756	184.4%
	3	David Scalisi	2,368	1,565	151.3%
II	1	George Farenthold	1,701	1,305	130.3%
	2	Kathy Pappas	1,421	1,286	110.5%
	3	Fran Christie	1,277	1,333	95.8%
III	1	Tony Anderson	2,783	1,124	247.5%
	2	Rebecca Klebsch	2,324	1,155	201.2%
	3	Timothy Leary	1,066	1,035	103.0%
IV	1	Sue Akers	1,507	1,003	150.2%
	2	Stephen Matous	827	935	88.4%
	3	Shane Knowles	752	920	81.8%
V	1	Becky Cutler	1,449	881	164.4%
	2	Carl Zablotny	1,176	863	136.3%
	3	Lisa West	850	848	100.2%
VI	1	Jeffrey Hapke	847	666	127.2%
	2	Janis Pitts	784	791	99.1%
	3	John Wagner	685	728	94.0%
VII	1	Bernard Weaver	1,794	589	304.4%
	2	Jeanette Dodd	1,278	605	211.1%
	3	Dianna Lueke	937	587	159.6%
VIII	1	Gabriela Berloni	2,813	261	1076.8%
	2	Lisa Queener	2,707	463	584.7%
	3	Bryan Uhl	858	528	162.4%
Rookie	1	Lisa Queener	2,707	463	584.7%

ALL TIME RECORD: 18,960 Cards

## INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Jessica Treybick	8,371	6,843	122.3%
	2	David Blaisdell	10,354	8,631	120.0%
	3	Susan Gilbert	7,518	6,677	112.6%
II	*1	Kathy Pappas	10,243	5,144	199.1%
	2	George Farenthold	6,282	5,220	120.3%
	3	Darrell Dorey	5,140	5,645	91.0%
III	*1	Rebecca Klebsch	5,418	4,621	117.2%
	2	Tony Anderson	4,940	4,498	109.8%
	3	Timothy Leary	3,985	4,140	96.3%
IV	*1	Krissa Hensley	4,665	4,122	113.2%
	2	Shane Knowles	3,399	3,678	92.4%
	3	Sue Akers	3,293	4,012	82.1%
V	*1	Vivian Dwyer	5,197	3,649	142.4%
	2	Carl Zablotny	3,952	3,450	114.5%
	3	Lisa West	3,397	3,392	100.2%
VI	*1	Jeffrey Hapke	3,475	2,663	130.5%
	2	Janis Pitts	4,104	3,165	129.7%
	3	Mark Flemm	2,493	2,986	83.5%
VII	*1	Kevin McKeen	4,727	2,562	184.5%
	2	Dianna Lueke	3,714	2,349	158.1%
	3	Donna Altshue	3,822	2,508	152.4%
VIII	*1	Gabriela Berloni	5,865	1,045	561.2%
	2	Lisa Queener	6,167	1,852	333.0%
	3	Bryan Uhl	2,900	2,113	137.2%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

## MANAGERS: APRIL

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Tami Williams	9,797	7,438	131.7%
	2	Brian Ryan	6,358	7,535	84.4%
II	1	Judy Spade	5,930	6,286	94.3%
	2	John Keliher	4,816	5,115	94.2%
III	1	Rosanna Gill	6,820	4,449	153.3%
	2	Amanda Mlinaz	5,238	4,722	110.9%

## MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Brian Ryan	32,313	30,138	107.2%
	2	Tami Williams	28,263	29,751	95.0%
II	*1	John Keliher	20,283	20,460	99.1%
	2	Judy Spade	21,756	25,144	86.5%
III	*1	Amanda Mlinaz	16,704	18,889	88.43%
	2	Chuck Hill	16,349	18,503	88.36%

## MOST ORIGINAL CARDS GENERATED: YTD

- 1** GABRIELA BERLONI 4,613
- 2** RONA PILEGGI SPANO 2,556
- 3** JANIS PITTS 2,178



**1**  
GABRIELA BERLONI  
TORONTO, ON

### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS


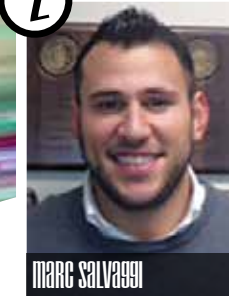



Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.





# LEADERSHIP BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$39,208</b> Altig-Orlovic	<b>\$22,948</b> Surace-Smith	<b>\$20,653</b> Zachary Hart	<b>\$20,571</b> Satti-Kanaan	<b>\$16,856</b> Surace-Smith




## APRIL BONUS LEADERS | PAYOUT: \$1,302,230 | QUALIFIERS: 663

<ul style="list-style-type: none"> <li>\$ 39,208 Mark Neilson</li> <li>22,948 Marc Salvaggi</li> <li>20,653 Mark Dushaj</li> <li>20,571 Scott Wheeler</li> <li>16,856 Daniel Hartwig</li> <li>16,067 Matthew Parks</li> <li>15,329 Doreen Ryan-Foti</li> <li>15,220 Darcy Schriber</li> <li>13,785 Joshua Dishong</li> <li>12,927 Tom Weller</li> <li>10,659 Kimberly Hamilton</li> <li>10,202 Ryan Stenglein</li> <li>10,043 Nicholas Lorence</li> <li>9,905 Kelly Yingling</li> <li>9,771 Anthony Theriault</li> <li>9,624 Joshua Olin</li> <li>9,602 Patrycja Grudzinska</li> <li>9,431 Sara Vaz</li> <li>9,330 Jacqueline Kabluyen</li> <li>9,311 Avi Kauderer</li> <li>9,227 David Wang</li> <li>9,183 Zach Otto</li> <li>8,905 Dustin Dunbar</li> <li>8,769 Asiguy Haugabook</li> <li>8,654 Tina Janti</li> <li>8,605 Andrew Batten</li> <li>8,352 Shahab Mahdavinejad</li> <li>8,326 Brian Zuzick</li> <li>8,250 Thomas Vena</li> <li>7,693 Duane Shaw</li> <li>7,602 Melinda-Rae Lyse</li> <li>7,405 Reynolds Akuamoa</li> <li>7,130 Matthew Conrad</li> <li>6,567 Tony Geer</li> <li>6,563 Elyse Bryan</li> <li>6,524 Stephen Giddens</li> <li>6,389 Ryan Wilson</li> <li>6,207 Michael McKiernan</li> <li>6,178 Harold Durana</li> <li>6,175 Brent Bowling</li> <li>6,169 Yussuf El-Zein</li> <li>6,105 Samuel Cohen</li> <li>6,099 Gaston Morales</li> <li>6,067 Joshua Jackson</li> <li>6,010 Yemi Akinade</li> <li>5,778 Corey Helly</li> </ul>	<ul style="list-style-type: none"> <li>\$ 5,753 Kaitlyn Brandt</li> <li>5,637 Britton Costa</li> <li>5,617 Matthew Turnquist</li> <li>5,519 Beau Locker</li> <li>5,504 Jessica St Pierre</li> <li>5,484 Jonathan Emura</li> <li>5,472 Alipate Makaui</li> <li>5,455 Sean Velasquez</li> <li>5,407 Andrew Wagner</li> <li>5,369 Bobby Szwaja</li> <li>5,352 John M McGrath</li> <li>5,209 Mario Hajro</li> <li>5,106 Christopher Hintz</li> <li>5,049 Matthew Diulus</li> <li>4,871 Hunter Houvener</li> <li>4,841 John Ophals</li> <li>4,831 Jason Bratin</li> <li>4,828 Massoud Vaziri</li> <li>4,793 Jeffrey Hall</li> <li>4,744 Tyler McKnight</li> <li>4,728 Bobby Gujral</li> <li>4,627 Anita Ferris</li> <li>4,589 Tyler Worstell</li> <li>4,553 Tiffany</li> <li>Babin-Washington</li> <li>4,544 Duni Olusegun</li> <li>4,507 Walter Icaza</li> <li>4,495 Alex Smith</li> <li>4,486 Paul Kelly</li> <li>4,452 Rodney Ward</li> <li>4,429 Christopher Muraca</li> <li>4,422 Brody Maughan-Evanson</li> <li>4,390 Christie Jauch</li> <li>4,321 Justin Sutton</li> <li>4,266 Jeffrey Hudson</li> <li>4,246 Sacramento Juarez</li> <li>4,242 Robert R Hamilton</li> <li>4,186 Elias Boles</li> <li>4,135 Michael van Delft</li> <li>4,101 Edmaggie Myrthil</li> <li>4,073 Kay Pomroy</li> <li>3,915 Brenda Fox</li> <li>3,910 Paul M Smith</li> <li>3,896 Joshua Crisp</li> <li>3,863 Blake Higuchi</li> <li>3,854 Jenny Kim</li> </ul>	<ul style="list-style-type: none"> <li>\$ 3,830 Derek Foore</li> <li>3,789 Jason Green</li> <li>3,734 David Carpenter</li> <li>3,726 Ronald Rivera</li> <li>3,719 Justin Adams</li> <li>3,663 Morgan Lobello</li> <li>3,644 Levar Morgan</li> <li>3,637 Richmond Gerrish</li> <li>3,619 London Burnett</li> <li>3,612 Aaron Parks</li> <li>3,534 Chad McLaughlin</li> <li>3,511 Ryan Hall</li> <li>3,466 Aaron Lammey</li> <li>3,456 Johnny Ly</li> <li>3,434 Alan Fricke</li> <li>3,425 Steven King</li> <li>3,407 James Keefer</li> <li>3,398 George Kamel</li> <li>3,353 Joshua Yurinko</li> <li>3,314 Joshua Krueger</li> <li>3,293 Alba Williams</li> <li>3,283 Jonni Ng</li> <li>3,241 Christine Elledge</li> <li>3,214 Hayden Hill</li> <li>3,217 Glenn Martin</li> <li>3,213 Michael Stuver</li> <li>3,206 Francesca Veltri</li> <li>3,199 Harjeet Rana</li> <li>3,152 Joshua West</li> <li>3,146 Jake Yagjian</li> <li>3,127 Alix Albright</li> <li>3,125 David Fiscu</li> <li>3,092 David Nham</li> <li>3,060 Andrew Chambers</li> <li>3,014 Darrell Asbell</li> <li>3,012 Carlo Buhay</li> <li>2,980 Dominick Williams</li> <li>2,962 Mahadai Kryshundayal</li> <li>2,955 Michael Russin</li> <li>2,934 Joseph Kanaan</li> <li>2,929 Justin Hermann</li> <li>2,909 Brandon Summerton</li> <li>2,906 Bradley Christiansen</li> <li>2,894 Nsilo Reynolds</li> <li>2,851 Rachel Brown</li> <li>2,841 Aaron Burke</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,832 Andrew McQuade</li> <li>2,790 Jeremy Rivers</li> <li>2,750 Donte Grant</li> <li>2,682 Evan Holzhauser</li> <li>2,637 Bryan Juskiw</li> <li>2,634 Dulce Paz</li> <li>2,604 Peter Kwiatkowski</li> <li>2,604 Michael Clemente</li> <li>2,597 Jessica Santamarina</li> <li>2,592 Demetrius Lucas</li> <li>2,586 Travis Kovach</li> <li>2,581 Daryl Graham</li> <li>2,576 Dan Ikei</li> <li>2,569 Elvis Durakovic</li> <li>2,556 Natalie Linker</li> <li>2,539 Joshua Goodman</li> <li>2,529 Andres Morales</li> <li>2,525 Crystal Larkins</li> <li>2,524 Kody Kramme</li> <li>2,521 Jorge Leon</li> <li>2,485 Brandon Minor</li> <li>2,463 Melinda Skinner</li> <li>2,463 Paul Streater</li> <li>2,427 Hemerson Gonzalez</li> <li>2,426 Kenan Hyseni</li> <li>2,420 Andrew Hyman</li> <li>2,416 Trenton Miller</li> <li>2,402 Taurean Flourmoy</li> <li>2,390 Shome Brown</li> <li>2,363 Jesse Spencer</li> <li>2,359 Jesus Parra</li> <li>2,342 Christopher Botelho</li> <li>2,319 Travis Vaughn</li> <li>2,313 Dustin Dunlap</li> <li>2,287 Kyle Lewicki</li> <li>2,282 Elizabeth Chilson</li> <li>2,276 Phillip Waisman</li> <li>2,275 Matthew Cessna</li> <li>2,266 Nasr Quadri</li> <li>2,256 Steven Baum</li> <li>2,251 Saul Lopez</li> <li>2,242 Justin LoPatriello</li> <li>2,208 Patrick Knouse</li> <li>2,181 Jason von Rosenberg</li> <li>2,179 Lamar Livingston</li> <li>2,167 Omar Billy</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,147 Bryant Logan</li> <li>2,138 Tucker Gregor</li> <li>2,135 Patricia Contreras</li> <li>2,124 David Rigney</li> <li>2,117 Anthony Greco</li> <li>2,116 Rita Rider</li> <li>2,113 Joseph Gojcay</li> <li>2,103 Aaron Friedlander</li> <li>2,099 Mike Paragiu</li> <li>2,097 Brian Schreiter</li> <li>2,091 Brandon Neal</li> <li>2,084 Temesghen Starr</li> <li>2,073 James Sodan</li> <li>2,069 Kade Beck</li> <li>2,067 William Tompkins</li> <li>2,023 Joshua Randolph</li> <li>2,022 Brittini Kwiecien</li> <li>2,011 Eric Thompson</li> <li>1,990 Daniel Pettit</li> <li>1,987 Ryan Witham</li> <li>1,942 Virakbot Oung</li> <li>1,931 Alex Paguio</li> <li>1,927 Ariana Jones</li> <li>1,926 Michael Joseph</li> <li>1,925 Monique Safari</li> <li>1,916 Gevorg Yanukyuan</li> <li>1,896 Alan Sedaghat</li> <li>1,881 Alon Bamur</li> <li>1,876 Christopher Buttaconvoli</li> <li>1,867 Megan Johnson</li> <li>1,858 Paul Samra</li> <li>1,850 Jeffrey Espinal</li> <li>1,842 Omar Fernandez</li> <li>1,840 Dana Black</li> <li>1,826 Alberto Alcalá</li> <li>1,815 Maren Conway</li> <li>1,812 Takiyah Smith</li> <li>1,807 Chris La Fond</li> <li>1,801 David Hausman</li> <li>1,799 Christopher Reed</li> <li>1,792 Jesse Benwell</li> <li>1,786 Jinelly Urena</li> <li>1,772 Kevin Lowery</li> <li>1,760 Zachary Whipple</li> <li>1,740 Matthew Cartwright</li> <li>1,733 Kevin Butchino</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,723 Edwin Cuevas Quinones</li> <li>1,719 Michael Russo</li> <li>1,718 Devon Chapman</li> <li>1,715 James Tolley</li> <li>1,699 Robert Adrahtas</li> <li>1,698 Michael CWilliams</li> <li>1,677 Steven Barton</li> <li>1,665 Jeffery Thiel</li> <li>1,653 Jessica Wilhite</li> <li>1,652 Darren Miller</li> <li>1,643 Dylan Murphy</li> <li>1,642 Jackson Hamilton</li> <li>1,628 Denis-Michael Catalano</li> <li>1,624 Daniel Walton</li> <li>1,604 Francis Ingulli</li> <li>1,596 John Sloan</li> <li>1,580 Richard Dyer</li> <li>1,563 Ernest Powell</li> <li>1,560 Michael Sherwood</li> <li>1,554 Gladis Orozco</li> <li>1,551 Robert Park</li> <li>1,550 Eric Snyder</li> <li>1,515 Mack Doby</li> <li>1,513 Ashley Smith</li> <li>1,510 Ryan Tomajcik</li> <li>1,488 Nadia Feleti</li> <li>1,481 Erna Gasanin</li> <li>1,479 Johnny Ramos</li> <li>1,477 Nic Iagulli</li> <li>1,475 Angel Martinez</li> <li>1,473 Sokol Fazliu</li> <li>1,459 Jennifer Reed</li> <li>1,454 Kendall Wilson</li> <li>1,435 Jonathan Kinnard</li> <li>1,404 Arthur Mcntyre</li> <li>1,375 Christopher L Clark</li> <li>1,363 Roger Rau</li> <li>1,362 Mandale Tolefree</li> <li>1,344 Atta Saleh</li> <li>1,341 Shalom Chaimov</li> <li>1,340 Nicholas Deliberto</li> <li>1,336 Alma Lozano</li> <li>1,314 Sara Rostamijalilian</li> <li>1,303 Michael Mandella</li> <li>1,301 Jordan Lacy</li> <li>1,297 Michael Musso</li> </ul>
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# LEADERSHIP BONUS CONT.

<ul style="list-style-type: none"> <li>\$ 1,285 Charles Ferrari</li> <li>1,263 Victoria Lammey</li> <li>1,257 Juan Rivera</li> <li>1,255 Robert Drake</li> <li>1,246 Jonathan L Jones</li> <li>1,240 James Winfield</li> <li>1,233 Stephen Jeung</li> <li>1,227 Craig Strompf</li> <li>1,226 Kevin Davis</li> <li>1,217 Alicia Wear</li> <li>1,206 Shayla Williamson</li> <li>1,205 Lorena Barriere</li> <li>1,204 Alexander Johnston</li> <li>1,201 Jon Hernandez</li> <li>1,200 Steven Phillips</li> <li>1,195 Hannah M Holmes</li> <li>1,189 Timothy Bugge</li> <li>1,189 Brandon Haley</li> <li>1,181 Jordan Reinhold</li> <li>1,171 Josh Bloomquist</li> <li>1,159 Sean Hansen</li> <li>1,136 Andre Bent</li> <li>1,121 Ransley Vazquez</li> <li>1,118 Jesse Rennich</li> <li>1,116 Sylvain Kalombo</li> <li>1,113 Thomas Huynh</li> <li>1,111 Stuart Pagan</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,110 Kristina Joachim</li> <li>1,105 Alexandra Graham</li> <li>1,099 Marisa Willgruber</li> <li>1,099 Raul Rojas</li> <li>1,098 Philip Eggleton</li> <li>1,097 Evan Donoghue</li> <li>1,080 Christine Moore</li> <li>1,078 Keona France</li> <li>1,077 Cara DeFiore</li> <li>1,069 Kurt Overy</li> <li>1,066 Emma Sermos</li> <li>1,065 Maurice Coleman</li> <li>1,061 Aaron Parsons</li> <li>1,059 George O'Shea</li> <li>1,048 Edwin Delgado</li> <li>1,036 Matthew Ficarra</li> <li>1,029 Roberto Navarro</li> <li>1,021 David Staffieri</li> <li>1,016 Bruce Viaje</li> <li>1,012 Sashia Veerman</li> <li>996 James Harding</li> <li>995 Christian Gojcay</li> <li>993 Ryan Ohm</li> <li>992 Ross Ewen</li> <li>978 Zachery Kertulis</li> <li>974 Jimmy Riley</li> </ul>	<ul style="list-style-type: none"> <li>\$ 969 Kalen Dugan</li> <li>959 Robin Gonzalez</li> <li>954 Antonio Denino</li> <li>936 Tyler Townsley</li> <li>927 Jeffrey von Kienast</li> <li>918 Darrin Roberts</li> <li>912 Zane Garcia</li> <li>906 Bilal Farsakh</li> <li>896 Sina Heak</li> <li>896 Hector Mendez</li> <li>896 Sarah Acker</li> <li>895 Arthur Trost</li> <li>894 Kierra Goodwin</li> <li>891 Matthew Fincher</li> <li>891 Todd Riescher</li> <li>891 Taulant Bane</li> <li>889 Derya Ekren</li> <li>888 Oleg Novitchii</li> <li>881 William Parmeter</li> <li>877 Brittany Ketner</li> <li>875 Blake Dempsey</li> <li>874 Theodore Ryan</li> <li>870 Karen Lamey</li> <li>860 Jonathan Phillips</li> <li>854 Joseph Rotolo</li> <li>850 Hubert Brown</li> <li>849 Young Lee</li> </ul>	<ul style="list-style-type: none"> <li>\$ 845 Martin Robinson</li> <li>843 Logan Holle</li> <li>843 Charley Forshee</li> <li>842 Jordan Warner</li> <li>837 IP Harris</li> <li>831 Darrin Roberts</li> <li>827 Azar Afnan</li> <li>824 Thomas Longino</li> <li>824 Rovena Lulgjuraj</li> <li>816 Andre Hawthorne</li> <li>815 Matthew Castelli</li> <li>810 Hanna Gore</li> <li>810 Kanon McGee</li> <li>808 Edward Nguyen</li> <li>806 Jeremy Engrav</li> <li>795 Daniel LaFontaine</li> <li>794 Calvin Shaw</li> <li>793 Andrew Timmons</li> <li>782 Lynn Jenkins</li> <li>780 Daniel Dunham</li> <li>779 Anthony Ferraro</li> <li>773 Magda Figueiredo</li> <li>755 Colette Valrie</li> <li>746 Matthew Sutton</li> <li>736 Dan Nebraski</li> <li>734 Lindsey Dettwiller</li> <li>717 Bryan Czajkowski</li> </ul>	<ul style="list-style-type: none"> <li>\$ 716 Tara Haughey</li> <li>714 Deserick Davenport</li> <li>687 Kasali Kotun</li> <li>682 Kerlens LaRose</li> <li>678 Landon Schlag</li> <li>676 Travis Stucki</li> <li>670 Adem Abdula</li> <li>655 Aaron Haynes</li> <li>650 Joshua Reyes</li> <li>646 Mavrick Fredericks</li> <li>642 Michael Neuendorf</li> <li>629 Clint Perry</li> <li>624 Shanita Ellmers</li> <li>618 Mathieu Cook</li> <li>612 Cindy Pham</li> <li>611 Luao Leota</li> <li>610 Michelle Caouette</li> <li>609 Andrea Kessler</li> <li>604 Brian Cabral</li> <li>603 Alicia White</li> <li>602 Lori Dacyk</li> <li>598 Michael Steimle</li> <li>594 Kevin Kondrad</li> <li>593 Daniel Li</li> <li>590 Deborah Mitchell</li> <li>586 Genilyn Bertoli</li> <li>566 Daniel Chousa</li> </ul>	<ul style="list-style-type: none"> <li>\$ 562 Erica Carrillo</li> <li>559 Yuri Kosovan</li> <li>557 Matthew Simon</li> <li>553 Preston Lewis</li> <li>552 Kelly Schoenher</li> <li>548 Kyra Hopkins</li> <li>547 Jessica Napiza</li> <li>545 Penelope King</li> <li>540 Wanda Williams</li> <li>538 Darius Rowan</li> <li>535 Jeremy Osborn</li> <li>532 Casey Kunash</li> <li>531 Patrick Duray</li> <li>527 Jessica Brown</li> <li>525 Mickey Adkins</li> <li>514 Jeffery Roland</li> <li>512 Marcus Moody</li> <li>511 Sean Sparkman</li> <li>510 Derek Pratt</li> <li>510 Jason Isanberg</li> <li>509 Dina Boghdady</li> <li>508 Susan Cousineau</li> <li>506 Rochelle Royce</li> <li>503 Hifo Tuionetoa</li> <li>503 Justin Allain</li> <li>503 Steven Warner</li> </ul>
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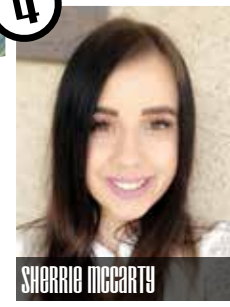

# R92 LEADERSHIP BONUS

<b>1</b>	<b>2</b>	<b>3</b>
		
<b>\$30,147</b> Zachary Hart	<b>\$20,899</b> Surace-Smith	<b>\$19,423</b> Surace-Smith

## APRIL BONUS LEADERS | PAYOUT: \$274,837 | QUALIFIERS: 129

<ul style="list-style-type: none"> <li>\$ 30,147 Ryan Fickert</li> <li>20,899 Matthew Parks</li> <li>19,423 Patrick Bendure</li> <li>16,546 Nicholas Lorence</li> <li>9,483 Thomas Vena</li> <li>9,211 Matthew Diulus</li> <li>9,146 Sanaz Mirza Baig</li> <li>8,671 Christopher Hintz</li> <li>8,208 Levar Morgan</li> <li>6,390 Robert Janev</li> <li>6,109 Mark Neilson</li> <li>5,750 Steven Redd</li> <li>5,583 Stephen Giddens</li> <li>5,574 David Carpenter</li> </ul>	<ul style="list-style-type: none"> <li>\$ 4,902 Sean Velasquez</li> <li>4,053 Corey Helly</li> <li>4,049 Joshua Olin</li> <li>4,022 Beau Locker</li> <li>3,875 Brian Schreiter</li> <li>3,535 Paul Kelly</li> <li>3,298 Justin Adams</li> <li>3,227 Jake Yagjian</li> <li>3,138 Ricardo Subero</li> <li>2,993 Matthew Turnquist</li> <li>2,670 Marc Salvaggi</li> <li>2,631 Janet Quintana</li> <li>2,177 Randy Teyssier</li> <li>2,160 Ryan Wilson</li> </ul>	<ul style="list-style-type: none"> <li>\$ 2,130 Joshua Dishong</li> <li>2,094 Ryan Hall</li> <li>2,025 Morgan Lobello</li> <li>1,975 Doreen Ryan-Foti</li> <li>1,974 Daniel Hartwig</li> <li>1,910 John Conard</li> <li>1,883 Andrew McQuade</li> <li>1,758 Reynolds Akuamoa</li> <li>1,733 Michael Gerstein</li> <li>1,729 Brandon Summerton</li> <li>1,645 Kevin Appasamy</li> <li>1,549 Michael Laramie</li> <li>1,472 Marisa Willgruber</li> <li>1,379 Darcy Schriber</li> </ul>	<ul style="list-style-type: none"> <li>\$ 1,378 Charles Ferrari</li> <li>1,352 Hemerson Gonzalez</li> <li>1,298 Zach Otto</li> <li>1,191 Stephen Jeung</li> <li>1,121 John Ophals</li> <li>1,098 Patrick Stenglein</li> <li>1,022 Steven King</li> <li>988 Alberto Alcalá</li> <li>932 Mathew Mealey</li> <li>931 Melinda-Rae Lyse</li> <li>927 Hunter Houvener</li> <li>915 John Sparby</li> <li>904 Sara Vaz</li> <li>809 Joseph Tomanovich</li> </ul>	<ul style="list-style-type: none"> <li>\$ 804 Richard Mansfield</li> <li>779 Jessica Wilhite</li> <li>776 Shahab Mahdavinejad</li> <li>773 Blake Higuchi</li> <li>756 Lorena Barriere</li> <li>739 Rachel Brown</li> <li>726 Ryan Stenglein</li> <li>689 Andrew Batten</li> <li>673 Alex Kae</li> <li>661 Bobby Gujral</li> <li>654 Natalie Linker</li> <li>652 Michael Clemente</li> <li>650 IP Harris</li> <li>644 Jordan Reinhold</li> </ul>	<ul style="list-style-type: none"> <li>\$ 637 Dustin Holtz</li> <li>635 Patrick Knouse</li> <li>620 Tina Janti</li> <li>597 Steven Warner</li> <li>579 Bruce Viaje</li> <li>563 Ryan McIntosh</li> <li>544 Richard Dyer</li> <li>529 David Nham</li> <li>529 Harold Durana</li> <li>525 Jonni Ng</li> <li>516 Brian Zuzick</li> <li>515 Robert Park</li> <li>503 Jonathan L Jones</li> </ul>
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# SA/YA DIRECT CODE FIELD TRAINING BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>\$10,468</b> Altig-Orlovic	<b>\$9,409</b> Zachary Hart	<b>\$9,016</b> Altig-Orlovic	<b>\$7,967</b> Dustin Venekamp	<b>\$7,709</b> Altig-Orlovic

**APRIL BONUS LEADERS** | PAYOUT: **\$710,288** | QUALIFIERS: **628**






<b>\$ 10,468</b> Jenny Kim	<b>\$ 2,932</b> Daniel Li	<b>\$ 1,996</b> Dia Ghandour	<b>\$ 1,563</b> Isaiah Bruce	<b>\$ 1,313</b> Manale El Awad	<b>\$ 1,053</b> Joseph Bell
<b>9,409</b> Christian Gojcaj	<b>2,852</b> Calvin Irving	<b>1,989</b> Jason Burke	<b>1,544</b> Farnaz Fotovat Ahmadi	<b>1,308</b> Danielle Morales	<b>1,053</b> Tisha Joyner
<b>9,016</b> Clint Perry	<b>2,840</b> Joy Vann-Austin	<b>1,987</b> Kalen Dugan	<b>1,539</b> Konstantina Skalkos	<b>1,306</b> Deiron Williams	<b>1,052</b> Steven Counts
<b>7,967</b> Sherrie McCarty	<b>2,763</b> James Marks	<b>1,977</b> Dylan White	<b>1,538</b> Allan Allas	<b>1,296</b> Tyler Dahlin	<b>1,052</b> Matthew Dawson
<b>7,709</b> Kyla Greig	<b>2,677</b> Lidia Meglei	<b>1,971</b> Jordan Hallman	<b>1,536</b> Muzit Berhe	<b>1,280</b> Taurean Flourmoy	<b>1,051</b> Anastasia Martens
<b>6,826</b> Samuel Wolf	<b>2,645</b> Damaris Trejo	<b>1,947</b> Kemberly Sousa	<b>1,533</b> Lee Winter	<b>1,269</b> Wayne Ewers	<b>1,045</b> Lindsey Dettwiller
<b>5,836</b> Carl Rice	<b>2,630</b> Elcar Buhay	<b>1,944</b> Stephen Farnsworth	<b>1,528</b> Cashona Lavergne	<b>1,257</b> Christine Elledge	<b>1,044</b> Veronica Velez
<b>5,523</b> Dominic Facchini	<b>2,612</b> Babajide Obashoto	<b>1,939</b> Shane Valentine	<b>1,523</b> Marques Holmes	<b>1,245</b> Andres Morales	<b>1,028</b> Elizabeth Miller
<b>5,456</b> Dana Velez	<b>2,611</b> David Duddy	<b>1,914</b> Heather R Smith	<b>1,518</b> Vanessa Cohen	<b>1,236</b> Joseph Harnden	<b>1,027</b> Mickey Adkins
<b>5,436</b> Aref Sayegh	<b>2,603</b> Bradford DeLuca	<b>1,910</b> Jennifer Ragan	<b>1,516</b> Jenna Grula	<b>1,233</b> Deborah Mitchell	<b>1,022</b> Cornell Bronson
<b>5,368</b> Mark Tusing	<b>2,594</b> Riche Hays	<b>1,855</b> Kevin Kondrad	<b>1,514</b> Scott Hanna	<b>1,225</b> Carlos Garcia	<b>1,013</b> Jordon Graham
<b>5,160</b> Heriberto Chavez	<b>2,536</b> Rosemary Soto	<b>1,848</b> Jennifer Reed	<b>1,511</b> Kimberly Quinn	<b>1,214</b> Matthew Roebeke	<b>1,010</b> Seth Frisby-Jack
<b>4,856</b> Carolyn George	<b>2,533</b> Louis Pirmie	<b>1,835</b> Rackeem Miller	<b>1,487</b> Ashley Hutson	<b>1,207</b> Audrey Logan	<b>1,008</b> David Eggleton
<b>4,606</b> Edward Leon	<b>2,532</b> Jovania Scarlett	<b>1,834</b> Daniel Schwartz	<b>1,475</b> Laurekins Pardovani	<b>1,198</b> Dylan Johnson	<b>1,005</b> Robert Nolan
<b>4,570</b> Jean Joseph	<b>2,509</b> Marie Laine	<b>1,827</b> Paulina Leon	<b>1,474</b> Elijah Brown	<b>1,195</b> Ethel Shields	<b>1,002</b> Joshua Yurinko
<b>4,550</b> Gregory Rudolph	<b>2,504</b> Abel Gamo	<b>1,815</b> Benjamin Ortlip	<b>1,457</b> Victoria Lammey	<b>1,192</b> Keith Dymnioski	<b>979</b> Veronica Coval
<b>4,505</b> Phillip Waisman	<b>2,487</b> Joseph Kleebe	<b>1,808</b> Corey Kmetz	<b>1,457</b> Jorge Toribio	<b>1,184</b> Christopher Ross	<b>977</b> Lisa Gomez
<b>4,484</b> Avery Allmond	<b>2,466</b> Vasu Pathak	<b>1,804</b> Robert Byers	<b>1,456</b> Wyatt Petersen	<b>1,180</b> Genna DeMetsenaere	<b>974</b> Asad Ahmed
<b>4,428</b> Kinga Filipiak	<b>2,462</b> Ionatan Fiscu	<b>1,803</b> Evelyn Juarez	<b>1,454</b> Lawrence Wise	<b>1,178</b> Karen Shumaker	<b>973</b> Anthony Almeida
<b>4,384</b> Rovena Luljguraj	<b>2,443</b> Skay Nusenu	<b>1,796</b> Juliya Ostapyuk	<b>1,454</b> Anthony Giangarra	<b>1,171</b> Ronald Slusarski	<b>970</b> Lisa Richardson
<b>4,347</b> Fili Arango	<b>2,412</b> Joshua Jahnish-Maltese	<b>1,775</b> Adam Kidikas	<b>1,448</b> Jeffrey Barker	<b>1,167</b> Denzel Covington	<b>970</b> Travis Barnes
<b>4,233</b> Clayton Slaughter	<b>2,398</b> Michael Raven	<b>1,764</b> Julina Quessa	<b>1,442</b> Andrew Casprowitz	<b>1,165</b> Antoinette Williams	<b>964</b> Eric Rodriguez
<b>4,226</b> Stella Roznovan	<b>2,352</b> Joel Trask	<b>1,738</b> Ashley Rust	<b>1,441</b> Megan Johnson	<b>1,163</b> Aleshia Warner	<b>963</b> Cliff Christian
<b>4,223</b> James Manolas	<b>2,352</b> Christopher McGlone	<b>1,723</b> Cara Donaldson	<b>1,438</b> Cristina Fox	<b>1,155</b> Anthony Ferraro	<b>957</b> Jamie Winters
<b>3,993</b> Taulant Bane	<b>2,325</b> Yi Sun	<b>1,713</b> Selina Maldonado	<b>1,435</b> Deserick Davenport	<b>1,151</b> Joseph Pizzoferrato	<b>956</b> Jesse Spencer
<b>3,975</b> Michael Joseph	<b>2,320</b> Aden Schrock	<b>1,706</b> Ervin Cruz	<b>1,435</b> Guillermo Sanchez	<b>1,148</b> Christopher Leisure	<b>950</b> Tanya Sutton
<b>3,908</b> Kurt Overy	<b>2,282</b> Michael Neufendorf	<b>1,701</b> Austin Johnson	<b>1,432</b> Tension Mather	<b>1,140</b> Vincent Stephens	<b>950</b> John Curry
<b>3,899</b> Richard Millington	<b>2,259</b> Manuel Diaz	<b>1,690</b> Michael Ezeafulukwe	<b>1,416</b> Deonte Jones	<b>1,140</b> Colin Quigley	<b>944</b> Kenneth Gordon
<b>3,899</b> Matthew Trombley	<b>2,249</b> Eric Snyder	<b>1,649</b> Jennylyn	<b>1,406</b> Benjamin Sager	<b>1,129</b> Kelly Schoenherr	<b>942</b> Sean Sparkman
<b>3,898</b> Joshua Morris	<b>2,245</b> Donald Stone	<b>1,642</b> Mark Noel	<b>1,401</b> Brent Bowling	<b>1,126</b> Adriana Aboulwafa	<b>940</b> Jonathon Turnick
<b>3,869</b> Gjon Ljuljduraj	<b>2,244</b> Carey Hartman	<b>1,634</b> John Vacca	<b>1,401</b> Bradley Jensen	<b>1,112</b> Michael Barry	<b>939</b> Cristian Alaimo
<b>3,837</b> Landon Schlag	<b>2,235</b> John Clark	<b>1,630</b> Evelyn Howell	<b>1,396</b> Ashley Odonal	<b>1,109</b> Pamela Ruzek	<b>934</b> Dan Nebraski
<b>3,835</b> John Santosuosso	<b>2,224</b> Ryan McCann	<b>1,612</b> George Shafiek	<b>1,395</b> Roberto Navarro	<b>1,108</b> Austin A Smith	<b>933</b> Kamal Tayyib
<b>3,725</b> Matthew Sutton	<b>2,209</b> Dean Gushi	<b>1,607</b> Oleg Novitchii	<b>1,394</b> Jacob Garza	<b>1,105</b> Ryan Ohm	<b>922</b> Sylvain Kalombo
<b>3,573</b> Sarah Herbold	<b>2,204</b> Peter Cappuccio	<b>1,605</b> Steven Dell	<b>1,385</b> Ivan Leung	<b>1,105</b> Daniel Fitzgerald	<b>908</b> Cathleen Hairston
<b>3,539</b> Shavorne Hudson	<b>2,179</b> Telley Fulton	<b>1,603</b> Andrew Alexander	<b>1,376</b> Mayra Robles	<b>1,099</b> Cynthia Fuller	<b>902</b> Eyad Awdi
<b>3,523</b> Sarosh Khan	<b>2,135</b> Chandler Widman	<b>1,598</b> Joseph Grider	<b>1,363</b> Michael Stuver	<b>1,096</b> Jose Anderson	<b>901</b> Patricia Contreras
<b>3,522</b> Trace Johnson	<b>2,128</b> Michelle Olivo	<b>1,595</b> Russell Jackman	<b>1,358</b> Benito Menchaca	<b>1,092</b> Arthur Trost	<b>901</b> Evelt Westcarr
<b>3,498</b> Timothy Bugge	<b>2,124</b> Marissa Ault	<b>1,592</b> Caren Deanda	<b>1,353</b> Danielle Dhaiti	<b>1,082</b> Johnee Whalen	<b>894</b> Alexis Pineiro
<b>3,205</b> Layla Bokhari	<b>2,120</b> Michael Nester	<b>1,590</b> Darius Rowan	<b>1,336</b> Joel Jesurun	<b>1,078</b> Thor Leighton	<b>873</b> Dominick Williams
<b>3,192</b> Walter Collie	<b>2,101</b> James Sherwood	<b>1,581</b> Dulce Paz	<b>1,331</b> Alicia Wear	<b>1,074</b> Andrea Petty	<b>872</b> Melissa Tatum
<b>3,173</b> Payam Sami	<b>2,100</b> Cole Hatfield	<b>1,574</b> Candace Minor	<b>1,322</b> Joseph Rotolo	<b>1,070</b> Justin Diaz	<b>871</b> Jared Guglielmino
<b>3,152</b> Dario Messina	<b>2,072</b> Jammal Coleman	<b>1,574</b> Nicholas Wang	<b>1,318</b> Sonia Silva	<b>1,067</b> Brian Cabral	<b>870</b> Nicholas Deliberto
<b>3,136</b> Austin Timmons	<b>2,067</b> Mir Khan	<b>1,571</b> Althea Rozario	<b>1,316</b> Jorge Soto Soriano	<b>1,066</b> Jonathan Bartlett	<b>869</b> Leodany Martinez
<b>3,068</b> Tina Janti	<b>2,063</b> Colette Valrie	<b>1,570</b> Nadia Feleti	<b>1,316</b> Brandon Baker	<b>1,057</b> Gabrielle Gallo	<b>864</b> Kayne McWilliams
<b>2,950</b> Linda Marquez	<b>2,026</b> Zachery Hawthorne		<b>1,315</b> Leonardo Perez		

## SA/YA DIRECT CODE FIELD TRAINING BONUS - CONTINUED

<b>\$ 860</b> Claudia Jacquet	<b>\$ 806</b> Alexander McGaw	<b>\$ 751</b> Deaveon Francisco	<b>\$ 690</b> Diane Williams-Lewis	<b>\$ 625</b> Monique Safari	<b>\$ 569</b> Margery Mitchell
<b>857</b> Alexis Gomez	<b>804</b> Mark Lahijani	<b>749</b> Tiffany Beadnell	<b>689</b> Micah Focken	<b>625</b> Daniel Martinsen	<b>566</b> Zachary Button
<b>855</b> Rafael Marte Acosta	<b>800</b> Sean Gillespie	<b>749</b> Ekaterina Andreeva	<b>686</b> Ryan Vance	<b>623</b> Avery Hearn	<b>558</b> Justin Brown
<b>851</b> Darrin Roberts	<b>798</b> Veronica Bradford	<b>748</b> Michael Steimle	<b>683</b> Joseph Kanaan	<b>622</b> Christopher A Morrison	<b>558</b> Cristian Santiago
<b>849</b> Jocelyn Appleton	<b>789</b> Stephane Bouchard	<b>747</b> Chelsea Dale	<b>683</b> Christopher Gebhardt	<b>620</b> Aubrey Kettle	<b>557</b> Thomas Romeo
<b>849</b> Jasmine Gomez	<b>786</b> Timothy O'Leary	<b>741</b> Barbara Provo	<b>683</b> Jeremy Doucet	<b>618</b> Turissa Keys	<b>555</b> Steven Shavers
<b>841</b> Michael Robinson	<b>783</b> Michael O'Banaman	<b>737</b> Alexander Johnston	<b>678</b> Eric Thompson	<b>616</b> Kyra Hopkins	<b>553</b> Patrick Guthrie
<b>837</b> Shanita Ellmers	<b>781</b> Tomarus Burks	<b>736</b> Armando Rivera	<b>676</b> Adem Abdula	<b>615</b> Aisha Babbitt	<b>550</b> Ronald Spieler
<b>837</b> Donald DeVoise	<b>779</b> Nathan Doyle	<b>734</b> Juan Montana	<b>669</b> LC Clark	<b>609</b> Tara Haughney	<b>547</b> Joanna Hansen
<b>836</b> Tara Crane	<b>775</b> Theodore Ryan	<b>733</b> Dina Boghdady	<b>663</b> Paul Zuzick	<b>608</b> Ruben Chaimov	<b>545</b> Bryan Czajkowski
<b>835</b> Amber Fitzmartin	<b>772</b> Benjamin Fitzwater	<b>729</b> Benjamin Johnson	<b>663</b> Daniel Le Blanc	<b>601</b> Kelsi Jewell	<b>545</b> Barney Browner
<b>830</b> Matthew Bogle	<b>768</b> Dustin Oetzman	<b>729</b> Thaddeus Dahl	<b>657</b> Ebuwa Otagho	<b>600</b> John P Fitzgerald	<b>544</b> Sean Paulson
<b>827</b> Henry Brown	<b>764</b> Bryan Salvadore	<b>722</b> Sherry Schick	<b>655</b> Clint David	<b>596</b> Virginia Lee	<b>539</b> Timothy Welsh
<b>826</b> Nicholas Rossi	<b>764</b> Tanya Labinowicz	<b>717</b> Jake Frisosky	<b>652</b> Raymond Baham	<b>593</b> Aaron Patt	<b>538</b> Claudia Chiarelli
<b>825</b> Lucas Bauer	<b>763</b> Tamara Harvey	<b>716</b> Mario Gonzalez	<b>650</b> Joshua Gaskin	<b>586</b> Alan Williams	<b>526</b> Julia Loboda
<b>815</b> Lisa Mosley	<b>761</b> Timothy J Brown	<b>714</b> Jasmine Rosario	<b>648</b> Andrew Brown	<b>585</b> Tiffany Tircuit	<b>518</b> William Sukhenko
<b>814</b> Aljban Jashari	<b>759</b> Jennifer Dettmann	<b>710</b> Elena Flores	<b>645</b> Troy Young	<b>584</b> James Harding	<b>514</b> Vishnuvev Rao
<b>812</b> Gregory Soto	<b>756</b> Monia Fernandez	<b>710</b> Donald Bower	<b>637</b> Erica Robertson	<b>582</b> Michael van Delft	<b>514</b> Lawrence Smith
<b>810</b> Hubert Brown	<b>754</b> Ronald McCormick	<b>702</b> Cynthia Couttolenc	<b>633</b> Nathaniel Newberry	<b>581</b> Orby Kelley	<b>502</b> Casey Helly
<b>808</b> Adam Carille	<b>754</b> Steven Phillips	<b>693</b> Jessica Boss	<b>630</b> Jesus Romero		



# REINSTATEMENT BONUS

<b>1</b>  <b>\$4,194</b> Don Foti	<b>2</b>  <b>\$2,338</b> Philip Prata	<b>3</b>  <b>\$1,644</b> Gigliione-Ackerman	<b>4</b>  <b>\$1,117</b> Surace-Smith	<b>5</b>  <b>\$1,084</b> Sabrina Lloyd
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## APRIL BONUS LEADERS | PAYOUT: \$57,165 | QUALIFIERS: 195

<b>\$ 4,194</b> Sami Mogannam	<b>\$ 1,032</b> Mitchell Look	<b>\$ 766</b> Jose Castillo	<b>\$ 689</b> Sione Maumau	<b>\$ 611</b> Joseph Benedetto	<b>\$ 580</b> Tammy McMullen
<b>2,338</b> Dawid Liniewski	<b>936</b> Glyn Hurst	<b>748</b> Joseph B Smith	<b>660</b> Jesus Tolentino	<b>609</b> Nikki Crosby	<b>579</b> Maurice Baritz
<b>1,644</b> Nabil Spahi	<b>894</b> Joseph Faisant	<b>742</b> Christa Bartol	<b>646</b> Loraine Patterson	<b>601</b> Magdalena Holman	<b>556</b> Marc D'Emilia
<b>1,117</b> Bradley Weigand	<b>790</b> Djenabou Diallo	<b>710</b> Corey LaVigne	<b>632</b> Amy Baird	<b>599</b> Christiana Bouligny	<b>529</b> Phyto Phyto
<b>1,084</b> Kinga Filipiak	<b>777</b> Nadezhda Vitchev	<b>701</b> Christabel Omelas	<b>613</b> John Bacaron		

5

BONUS TOTAL:

\$4,462,007

<b>WORLD'S GREATEST</b> \$2,117,487	<b>LEADERSHIP</b> \$1,302,230	<b>RGA LEADERSHIP</b> \$274,837	<b>SA/GA TRAINING</b> \$710,288	<b>REINSTATEMENT</b> \$57,165
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,500 weekly ALP minimum achievement level

# SAVE *the* DATE!

Get excited for the Torchmark Achievement Awards, which celebrate exceptional achievement of Torchmark affiliate companies. The top performers in Torchmark's exclusive Agency operations — American Income Life, Family Heritage Life, and Liberty National — represent the top Agents in recruiting and selling, and the top agency offices in leadership development in 2018. The annual Torchmark Achievement Awards will be held February 22, 2019 in the DFW area — details will be announced at a later date.

## Award Winners Receive:

### RED CARPET RECEPTION

at the Home Office in McKinney, Texas and luxury accommodations during the Awards Gala weekend

### PORTRAIT

in the Torchmark Achievement Awards Wall of Honor for first place winner

### ENGRAVED CRYSTAL TROPHY

### CASH PRIZES

for Agent of the Year and Personal Recruiter of the Year –

- First place: **\$25,000**
- Second place: **\$10,000**
- Third place: **\$5,000**

### CASH PRIZE












for Legacy Award: **\$25,000**



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# FOUNDERS CLUB

April Qualifiers—  
Outstanding Producers:

- |  |   |
|--|---|
|  <b>Adem Abdula</b><br>Giglione-Ackerman<br>2 Qualifications<br>\$69,291 Net ALP<br>88.6 RET  |  <b>Abraham Mogilevsky</b><br>Theodore Pappas<br>1 Qualification<br>\$64,546 Net ALP<br>79.4 RET |
|  <b>Dustin Dunbar</b><br>Dustin Venekamp<br>12 Qualifications<br>\$66,631 Net ALP<br>79.2 RET |  <b>James Clark</b><br>Stephen Jubrey<br>1 Qualification<br>\$62,109 Net ALP<br>83.6 RET         |
|  <b>Carrisa Korres</b><br>Bob Olson<br>1 Qualification<br>\$65,244 Net ALP<br>96.1 RET        |  <b>Ericka Martinez</b><br>Cohen-Cohen<br>1 Qualification<br>\$61,796 Net ALP<br>93.8 RET        |
|  <b>Elizabeth Garcia</b><br>Sabrina Lloyd<br>1 Qualification<br>\$77,340 Net ALP<br>82 RET    |  <b>Riley Peters</b><br>Altig-Orlovic<br>2 Qualifications<br>\$64,934 Net ALP<br>85.4 RET          |
|  <b>Oleg Novitchii</b><br>Surace-Smith<br>5 Qualifications<br>\$98,298 Net ALP<br>89.9 RET     |  <b>David Rigney</b><br>Kevin Holtz<br>1 Qualification<br>\$61,752 Net ALP<br>84.5 RET           |
|  <b>Richard Carter</b><br>Altig-Orlovic<br>9 Qualifications<br>\$79,984 Net ALP<br>98.1 RET    |  <b>Yadollah Pourjalali</b><br>Cohen-Cohen<br>1 Qualification<br>\$74,324 Net ALP<br>83.9 RET      |



# GAME DAY

## AT AIL/NILICO



**David Zophin**  
President  
AIL/NILICO Agency Divisions

**HAVE BEEN LOOKING FORWARD TO** our 2<sup>nd</sup> Annual AIL/NILICO SGA Fantasy Draft since the minute our first one ended last year. That spirit of competition and the knowledge that this contest is going to be such a boost for so many careers is just so energizing. Honestly, I'd pick this draft over any other Fantasy Draft any day, because I can't wait to see what our Agencies can do!

The draft kicked off at our SGA Meeting in early May, where the Category I SGAs chose SGAs from the other categories to be on their teams. This selection process puts everyone on a pretty even playing field, which means it's anybody's game. By the end of the contest, the team that experiences the most growth, wins. So, to put it simply, the time to start hustling is now!

Our Fantasy Draft is so great because it awakens the spirit of competition in all of us. That desire and drive to perform at our very best—because we need to show the world what

we can do—is something that lives in all of us. And it helps us to do better, to *be* better, because we can't just sit back and let the other guy win. We have to get up and give it our all, so we have no regrets, and so we can be able to say we always left everything we had on the field.

I love that our theme for 2018, *Here We Come*, so perfectly meshes with our Draft, because we're already in game-day mode. We already have our game faces on, and this contest just gives us that much more energy to compete. This Draft takes our annual theme and shows us just how important it is to perform at our best, because now it's not just about you—it's about the success of your team and about doing your part. So throughout the duration of this competition, remember how significant your work is. Remember that your success is essential to so many other people. Remember to be a team player!

In addition to building your competitive and team spirit, this Draft gives the newer/smaller SGA offices a great opportunity to learn from the big guns. These guys know their way around the playing field because they have the experience, the know-how, and the unre-

lenting drive to achieve greatness. They are fantastic mentors, so take advantage of this time to learn from them.

Every day of the year is an opportune time to work your hardest, to do your best. But now, especially, is time to kick it into high gear and give it all you've got. Your team is counting on you and the Company is counting on you to be a valuable teammate. This is your chance to get some personal bests and maybe by the end of the contest, get some bragging rights, too. I know the champion spirit lies within us all, but it needs to be awakened in order to reach its full potential. It needs a spark to be lit, and that spark is the decision you make to work hard (or in this case, play hard) for something that's good for you, and good for your team.

The AIL/NILICO World Series 2018 for our MGA-Rookies, MGAs, and RGAs is also underway, and I wish all the competitors a fun and successful contest! Do your best and show us what you can do.

I hope everyone gets out on that playing field and gives the performance of a lifetime. Go for the win and don't let anything get in your way. 🏆

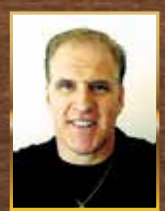
# DIRECTORS OF THE MONTH

## Sales Directors of the Month



**Bruce Alford**  
Recruiting

Bruce met 104.55% of Objective during April 2018.



**Rudi Camenzind**  
Training

Rudi had 56.44% growth over April 2017.



## PR Director of the Month

**Michelle Baxter**

Michelle met 111.14% of Objective during April 2018.

# MILLION DOLLAR CLUB

**Another champion, another milestone!**  
Each champion will receive a bonus of \$5,000 and the Million Dollar Club Award. Congratulations on your achievements!



**Raymond Angeles**

Altig-Orlovic  
Contracted 4/17/08  
Qualified 4/30/18  
\$1,003,335 Net ALP



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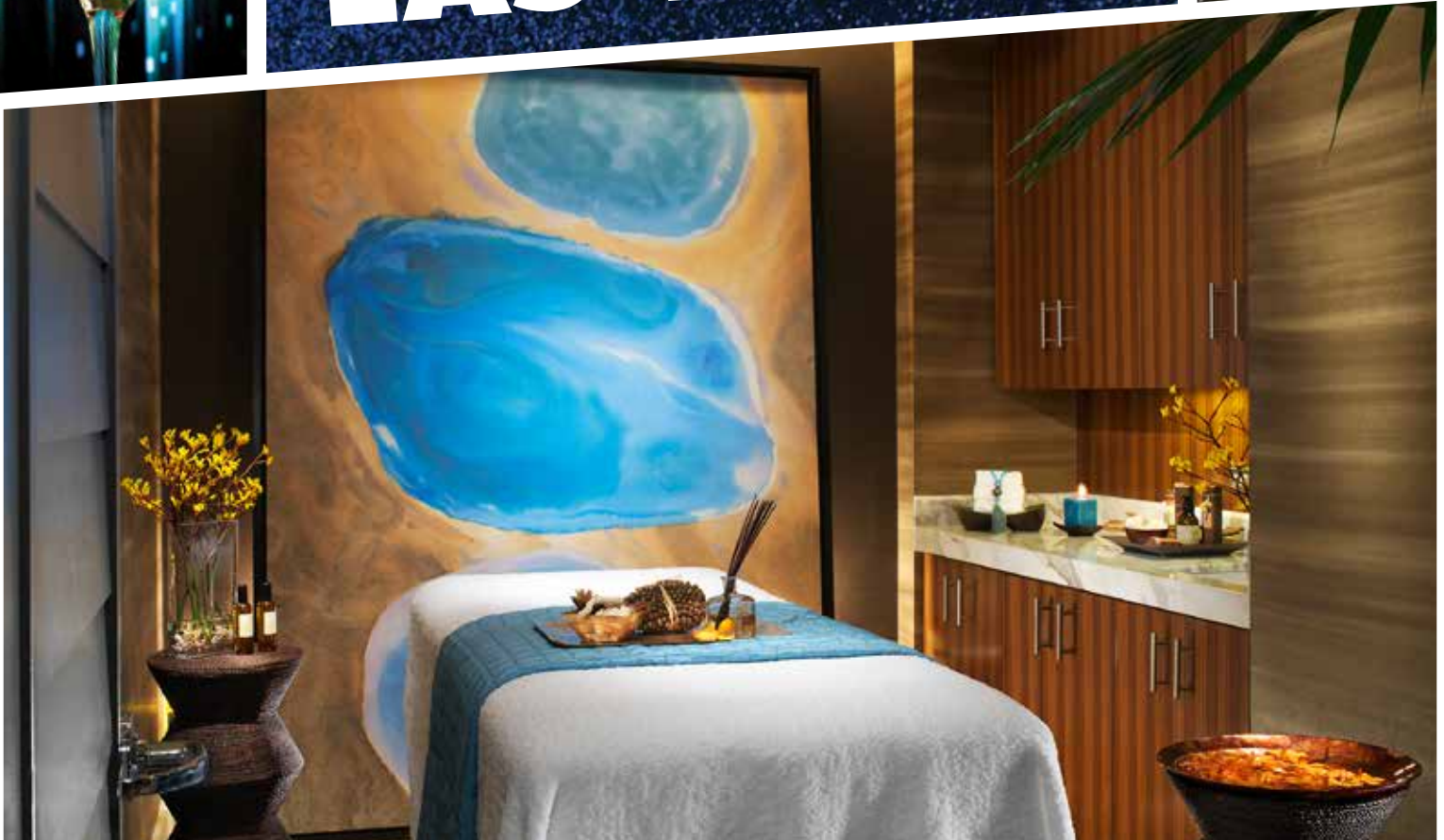
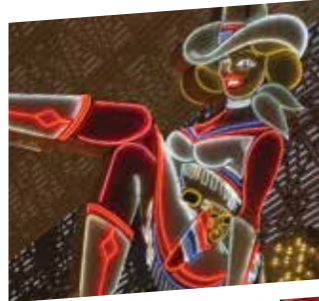
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# 2019 CONVENTION LAS VEGAS



## CAESARS PALACE MAY 8-11, 2019

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